

**Title: The Breeder and dairyman, v.15**

**Place of Publication: Harrisburg, Pa.**

**Copyright Date: 1937**

**Master Negative Storage Number: MNS# PSt SNPaAg081.6**

Volume:

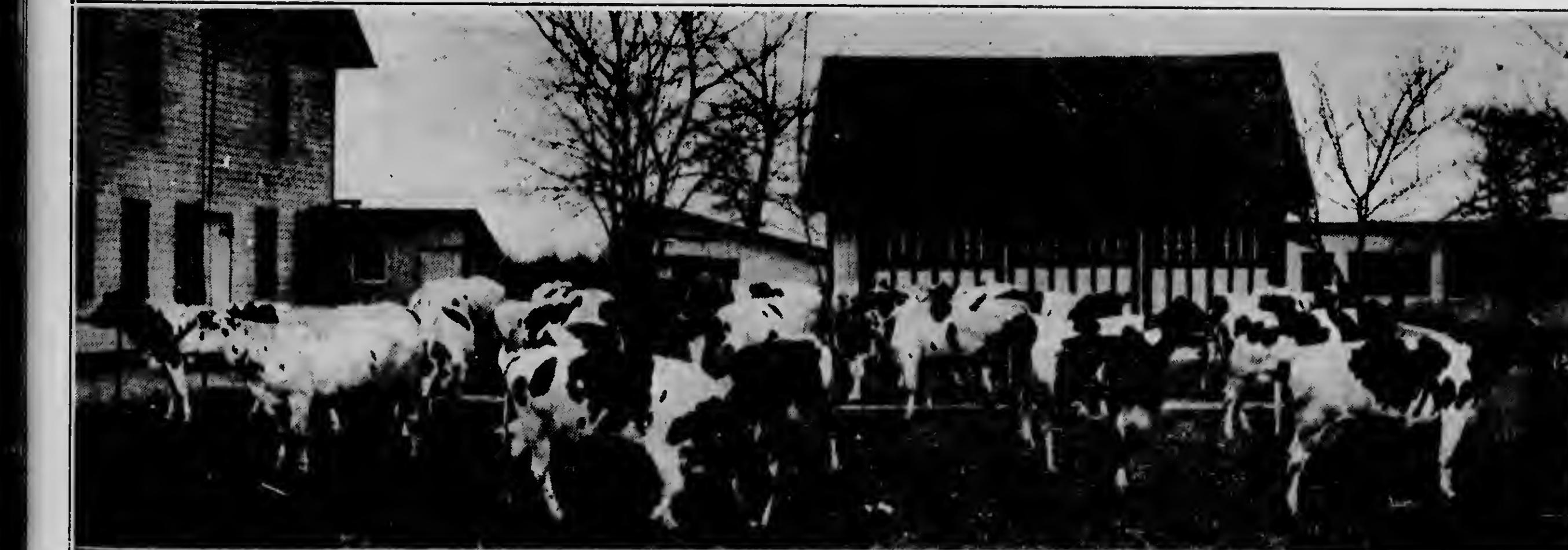
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The BREEDER  
and  
DAIRYMAN

Vol. XV

JANUARY, 1937

No. 1



HEILBRONN FARM HERD, F. L. HEILMAN AND SON, OWNERS

# Business Builders!

Breeder and Dairyman ads. are Business Builders because the readers of this journal are men who milk cows for a living, who buy bulls to head their herds, purebred and grades, and who, desiring to increase the producing capacity and improve the individuality of the animals they own, are in the market for purebred Holsteins.

To get in touch with this large and rapidly increasing market at a very low cost, just tell us your problems. We'll do the rest.

Breeder & Dairyman

Box 30, Harrisburg, Pa.

# The Breeder and Dairyman

Published monthly, except during May and July, by the Benn-Chester Publishing Company, Harrisburg, Pa., \$1.00 a year; 3 years for \$2.00  
Entered as second-class matter, April 8, 1922, at the Post Office at Harrisburg, Pennsylvania, under the Act of March 3, 1879

VOL. XV

HARRISBURG, PA., JANUARY, 1937

No. 1

## Public Auction as a Means of Selling Cattle

By J. T. McCULLOCH, Kansas

**T**HREE are a great many things that enter into the details of a successful public auction. In my judgment, the first and most important is to get the cattle in sale condition. Sale condition in dairy cattle, I think, is to have as many cows fresh as it is possible and those that are not fresh to be close up springers that will start producing soon after the purchase by the new owners. All animals should be fat and well groomed so the coats look clean and glossy. Dairy cattle should be handled so they will be quiet and let strangers pet and handle, as they always want to do on a sale day. If an attempt is to be made to lead the cattle, they should be thoroughly broke to lead. The best dispositioned cattle will fight a halter when they do not know what it means. I find a good many men who think that a cow that is stanchion broke can be led into a sale ring. This does not work, the halter being altogether a new experience to her. The udders of the cows that are in milk should be reasonably full. Just about as they would appear at a regular milking time. I am positively opposed to letting cows go over two or three milking times in order to make large udders. When this is done it can be detected in the teats by a purplish or bruised appearance.

Possibly the second thing of importance in a sale of cattle is the honesty and dependability of the owner. The most important man in connection with a sale of cattle is the owner himself. It has been my experience to be employed on sales where the owner was not in a position to get his cattle in the best sale condition. These sales were started with the handicap of thin cattle, poor sale arrangements, and probably just locally advertised, but the statements of these owners were so conservative and truthful that they impressed the buyers as to their reliability that they often finish with a better sale than the breeder who may have his cattle well conditioned but overstates the facts about every animal as they come into the sale ring.

Third, a sale must be well advertised. The extent of the advertising, to a considerable degree, depends on the class of cattle. Cattle with good production records, winners at shows and those headed by a bull of outstanding merit will bear much more advertising than cattle that are just cows. I have been a few places where sales have been advertised beyond the quality of cattle. Where breeders would come for a long distance and on arriving at the farm be so disappointed that they would not stay until the auction started. Some of these same men would forget to advertise in an adjoining county where they could have picked up several buyers

for the class of cattle that they produced. Let me say here that your neighbors at your sale on sale day are a mighty good asset. Often they develop into the best buyers. I have, a few times, been at sales that were underadvertised. This usually happens with the man who has not made a practice of attending fairs, sales and cattlemen's gatherings. The type of a man that is a good feeder and caretaker really develops an outstanding lot of cattle. He seems to think that because he does not get far away from home no one else does, and that his neighbors will buy his cattle as well as anyone. No man ever helped a sale if he did not know anything about it.

Fourth in importance I would say arrangements. On the day of sale the cattle should be so confined that they can be inspected by buyers and prospective buyers when they arrive. I like sales held on the farms. I like to sell dairy cattle on a platform with the bidders seated on chairs near the sale ring. If we could be assured of good weather, an October day in the open sunshine is the ideal place to sell cattle.

Under these conditions the best and most profitable way to sell cattle is by the public sale method. But the breeder should take into consideration many things between private and public sales. Probably the best way is to use both plans. When the breeder is able to assemble a first-class offering and present it in sale condition, or when desiring to sell out completely the public sale is always best.

The ability of the producer himself as a salesman is an important factor. To be absolutely successful a breeder of dairy cattle must be a judge of type, blood lines, know how to feed successfully and become a first-class salesman. Few breeders possess all these qualities. The public sale makes it easier, at least, for the man deficient in the qualities mentioned. The matter of impressing the buyer as to reliability is another important matter. If a breeder is inclined to overstate the facts concerning what he has to sell, he will probably do so whether selling privately or in an auction. But the presence of other breeders, his neighbors, the field men, auctioneers and the everlasting record of the sale catalogue puts him on the spot rather more effectively than if he were dealing with a lone customer in the quietness of his own barnyard.

I am sure that the average offering of forty dairy cattle will bring from one-fourth to one-third more in an auction than if sold at private treaty. I mean that the total sum would be that much more, although some will sell below the private sale price and some above.

The average buyer, while not willing to admit it, is influenced much by the competing bidder. Also the statements made by the owner, if the owner has a reputation for honesty, have more weight with the buyer than the statements of the auctioneer, or the size of the bids of others attending the sale.

When cattle have been selling well for several years and prices are standardized, private sales are better than when cattle have been selling low for some time. Public sales are the barometer of values and private sale prices always show improvement following public sales where good averages have been made.

The difficulty in selling publicly is assembling a sufficient number of high-class cattle. In too many public sales there are too few high-class cows and promising heifers, with the balance of the offering old cows, bad udders and sad-eyed bulls that should have gone to the market.

Some breeders seem to think the good ones will set a price and the poor ones can be put into other herds by the arguments of the auctioneer and the farm paper

notes. But it won't work. Advertising may bring farmers and breeders to the sale but the auctioneer can't always make them bid.

The well conducted public sale is very highly educational. I doubt if at any place a young man can get more facts and ideas in a few hours as to the values of cattle than at a public auction.

Everything being equal there are many advantages in holding a public sale. The assembled crowd, buyers and the potential future customers enthused over the herd bulls and cows in the breeding herd. The dairy barn, the silos, etc., are of interest and mean publicity in the broadest sense. The acquaintance and lasting friendships resulting from public sales constitute valuable assets of the dairy cattle breeder's business.

[Mr. McCulloch is an auctioneer from Mr. D. L. Wheelock's home town, Clay Center. The above article is the talk delivered by the author at the recent annual Kansas Purebred Dairy Cattle Breeders' School.]

*—Reprint from the Jersey Bulletin.*

## Roy L. Shenk Dispersal!

Wednesday, February 24, 1937

at 11 o'clock A. M.

I will sell at the former Cyrus Shenk Farm, midway between Hershey and Elizabethtown, ENTIRE Herd of Cattle, Mules and Farm Equipment.

### CONSISTING OF:

35 HEAD of Purebred and Grade (all blood tested) Holstein cows including fresh, Close Springers and Fall Cows. Many of these cows have milk and butter fat records, and will please any dairyman.

Purebred Herdsire—**HERSHEY PIETER JOE 10172**—This is an outstanding bull. He is

nicely marked, straight and a wonderful individual.

*His dam's record is:*

10½ years—305 days—16,050 lb. milk; 651.8 lb. fat, 4.0 test.  
11½ years—314 days—16,647 lb. milk; 636.1 lb. fat, 3.8 test.

(Last record is not yet complete.)

12 Guernseys including fresh, close springers and Fall cows.

Entire herd test 4.0%.

Full line of FARM and POTATO EQUIPMENT. HUBER TRACTOR—good as new. HUBER THRESHING MACHINE.

Everything must be sold as the farm has been purchased by the Hershey Estates.



Roy L. Shenk, Owner, Hershey, Pa.

### The Farmers' Equity Creamery Orleans, Nebraska

WE HAVE been particularly interested in following the great work which the Farmers' Equity Creamery is doing. First, because we felt that it was a sincere attempt on the part of a group of dairy farmers to manage their own business in their own way and for their own benefit; second, because one of the Association's directors, Mr. Justis Johnston, is also a director of the Holstein-Friesian Association, Inc.

Mr. Olle Hansen, General Manager of the Coöperative Creamery from 1918-1937, in briefly summing up the history of the Coöperative Creamery, has this to say:

"In 1917 a few coöperative men joined together and bought a small creamery in Orleans which was as you may well say, only a 'hole in the wall,' on the edge of the sage brush.

"During this first year of operation it received cream from 7 cream-buying stations and had a membership of some 300 stockholders. It suffered rather severely from 'growing pains' and this and that so that when the first audit was made it showed a loss of all of its capital stock (\$9,000) and \$1,400.00 to boot!

"In 1918 your present manager came to Orleans to take over the management. He found a creamery that was unquestionably 'down on the dumps' but he also found that there were men back of it who were sincere coöperators. Why, he even found one dairy farmer (A. C. Flammang) who had so much faith in coöperatives that he put a check for \$3,000 in the till. And we may say here that your President, Harry Baker, and other directors, have never lost faith in the creamery yet.

"Nineteen years have passed!

"That year has been a successful year for your creamery. Perhaps not always in dollars and cents, but in growth, coöperative ideals and friends.

"I wish to open our records for the past 19 years:

"During that period your creamery has made approximately 60,000,000 pounds of **Gold Mine Butter**; 550,000 gallons of **Equity Union Ice Cream**; \$425,000 net profit.

"We pause here in deep gratitude, and try in our humble way, to express thanks to those responsible for the success of this creamery. Permit us here to mention just a few: Your capable directors, The National Equity Exchange and all its affiliated exchanges, the loyal stockholders, the faithful employees of your creamery factories and offices, the wholesale and retail consumers of **Gold Mine Butter** and **Equity Union Ice Cream**, and then the great host of friends that we have scattered all over this United States.

"We take great pleasure in substantiating our statement by these comparative figures:

Number of stockholders in 1917 .....	300
Number of stockholders in 1937 .....	35,000
Number of stations in 1917 .....	7
Number of stations to-day .....	147 and 2 creameries
Net worth, 1917 .....	\$10,000 (Red)
Net worth to-day .....	\$222,415.98
Surplus and undivided profit, 1917 .....	None
Surplus and undivided profit, 1936 .....	\$85,608.89
Total net profit, 1917 to 1937 .....	\$425,000.00
Total butter manufactured, 1917 to 1936 .....	60,000,000 lb."

## Our Herd

*Is Accredited  
and is in  
An Accredited  
Area!*

We offer Good Young Stock of Either Sex.  
Priced Right.

## Maple Grove Stock Farm

Centerville, Crawford Co., Penna.

## PUBLIC SALE!

35 Registered Holstein-Friesians

Tuesday, Jan. 26, 1937  
at 12 o'clock

15 Cows in milk, 8 Heifers, 3 Bulls. Balance are Heifer and Bull calves.

The herdsire, Rolo Pontiac Boy Walker, is from a daughter of Rolo Pontiac Fayne, a world record bull. His daughters hold 3 records above 1,000 lb. One holds the Maryland State Record.

There are 11 daughters of Rolo Lindy Kordyke Pet. His sire's 6 nearest dams have records that average over 1,000 lb. He is a son of Ormsby Sensation and from a daughter of King Ona Pontiac.

This is one of the outstanding herds in Cumberland Valley. One first calf heifer is milking up to 50 lb.

Auctioneer: WENGER. Manager: J. B. MILLER.

**H. S. GAYMAN, Owner**  
**Greencastle, Pa., R. 3.**

My farm is located 1½ miles south of Greencastle, Pa., 8 miles north of Hagerstown, Md., along R. 11.

## Senator Weldon B. Heyburn Heads Allied Dairy Farmers' Association

AT THE annual meeting of the members of the Allied Dairy Farmers' Association, held in the Y. M. C. A. at Coatesville, Pennsylvania, on Tuesday, December 8th, Senator Weldon B. Heyburn was unanimously elected President of the Association, succeeding Mr. Wilbur K. Moffett, Downingtown. Mr. Heyburn is one of the charter members of the organization, living at Bradywine Summit, Delaware County. To our Pennsylvania readers he probably will be best known as the "man who defeated McClure."

The other officers are: First Vice-President, Stewart Senft, York, Pa. "He permits no monkey wrenches in the milk business."

Second Vice-President, W. K. Moffett, Downingtown, Pa. "Argus-eyed state health officer who appears to be on all fronts at all times."

Secretary, Daniel Buckley, Ambler, Pa. "Ace flyer in the World War. Knows how to meet trouble."

Treasurer, David Crawford, Downingtown, Pa. "Honest, clear-thinking farmer. Anxious to help his neighbor rather than himself."

The following persons were elected as Directors, all of them men of courage and conviction, ready to respond at a moment's notice with their help in presenting the farmers' case, are: Frank Wills and C. J. Pittitt, New Jersey; George A. Green and L. D. Caulk, Delaware; W. J. Doyle and A. B. Creswell, Maryland; Normal Richel, Stewart Senft, A. B. C. Williams, and Robert Stambaugh, York County; John A. Smith and W. C. Woods, Cumberland County; W. K. Moffett, Hunter Wold, David Crawford, Harry Rhodes, H. B. Shenk, Weldon Heyburn, Gordon Jones, Chester and Delaware Counties; T. B. Auker and Ross Nicodemus, Bedford, Blair and Juniata Counties; Dr. D. R. Farringer and Daniel Buckley, Bucks, Berks, Lehigh and Montgomery Counties; C. C. Gingrich and J. E. Wolgemuth, Dauphin and Lebanon Counties.

The Allied Dairy Farmers' Association has just passed its third birthday and is truly a child of the economic distress suffered by milk producers in the Philadelphia Milk Shed and of a few "fighting farmers" who would not be crushed by that ruthless business octopus, the Milk Trust. Milk producers suffered not so much from economic repression, as from the unfair trade practices of milk distributors affiliated with the Milk Trust.

So flagrant had become these practices that both consumer and producer, as well as the independent milk dealer, cried for relief.

Three years ago, Federal codes for fair regulation of various industries were being promulgated. The Milk Industry was reached in due time but, unfortunately for the milk producer, representatives of the Milk Trust wormed their way into Washington to write the milk codes. When the provisions of the Philadelphia code were made public, such a storm of protest arose that in the marble halls of Washington at least an echo was heard.

Like bits of flame smouldering in a powder magazine, groups of milk producers and consumers were meeting throughout the territory. Threats were uttered. Professional strike agitators appeared on the scene and found the ground ready for their seeds of rebellion and destruction. Personalities began to stand out in the picture.

David J. Stern, editor of the *Philadelphia Record*, kept a listening ear to the ground and before the smouldering flames could break forth, he called into conference the personalities who were showing leadership in the various groups. Out of this conference came the Milk Code Protest Committee.

Two prominent Philadelphia attorneys, Charles Edwin Fox, former District Attorney for the City of Philadelphia, and Francis Biddle, later appointed counsel for the Federal Labor Board, gave their services and the facilities of their offices so that the Milk Code Protest Committee could get its complaints and suggestions into proper legal form for presentation to the Federal authorities at scheduled public hearings in Philadelphia.

There were upwards of thirty members of the Milk Code Protest Committee from which a subcommittee was selected. Mr. Wilbur K. Moffett served as Chairman of the Committee. Hugh Hamilton, Daniel Buckley, Dr. David Farringer, Harry Shenk, Stewart Senft, Harry Rhodes, William Roberts, Rex Longacre, Thomas Danby, Bruno Bobiak, T. R. Auker, Weldon Heyburn, David Crawford, C. C. Gingrich and others who played their part by securing the testimony to be presented.

As a result of the Milk Code Protest Committee's activity, the Milk Trust's code was withdrawn, and then began a long, desperate battle to prove the injustice of certain dealer practices in the handling of milk, and to secure for the dairy farmer some means of obtaining a fair price for the product he sells. To this end, members of the Milk Code Protest Committee set out to form a milk producers' association that would honestly work for the betterment of all dairy farmers, and with no entangling dealer alliances. That the aims and ideals of consumer and distributor should be synonymous is a well-sounding phrase, but experience had taught these men that it was a phrase only and that by devious ways the Milk Trust was piling up exorbitant profits at the expense of the producer.

As a result of the facts disclosed by the Milk Code Protest Committee, the AAA conducted an audit of

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certain milk companies' books and later the Federal Trade Commission was directed to make an investigation.

The following statement taken from the Federal Trade Commission's report shows the dividends paid by one of two Philadelphia companies to National Dairy Products' Corporation on the 67,985 shares of its common stock during 1929 to 1934, inclusive:

1929 .....	\$917,797.50
1930 .....	2,719,400.00
1931 .....	4,215,070.00
1932 .....	2,039,550.00
1933 .....	1,563,655.00
1934 (to Sept. 24, 1934) .....	611,865.00
Total .....	\$12,067,337.50

From the foregoing figures, it appears that during the six years, 1929-34, which include five years of depressed business conditions, the above company paid the parent company, National Dairy Products' Corporation, more than \$12,000,000 in dividends, or about 75 per cent of the original cost of this business.

Dividends paid to National Dairy Products' Corporation by another Philadelphia company were as follows:

1929 .....	\$1,238,000.00
1930 .....	4,550,000.00
1931 .....	4,250,000.00
1932 .....	2,250,000.00
1933 .....	1,750,000.00
1934 .....	1,348,000.00
Total .....	\$15,386,000.00

From these figures, it appears that during six years, the National Dairy Products' Corporation received in dividends more than 70 per cent of the original cost of the company to it.

The Allied Dairy Farmers' Association came into being and that it is a healthy infant is testified by the fact that to it is largely due the credit for such measures of reform as have been brought into the milk industry.

Assisted by David J. Stern and the attorneys, Messrs. Fox and Biddle, this organization secured a Milk Control Law for Pennsylvania. A measure which, despite the legal entanglements and delays always encountered by new legislation, has brought some relief to the milk producer. It can take full credit for Act 210, which brought ice cream and certain other dairy products under State Health regulations and stopped a tremendous influx of cream from uninspected sources into the Pennsylvania dairyman's market. It is responsible for a strict and impartial enforcement of health laws pertaining to the handling of milk and dairy products.

The same men who three years ago willingly gave their time, their services and their substance in an effort to better the lot of themselves and their fellow milk producers, wage a continuous campaign to this end. They are the officers and directors of The Allied Dairy Farmers' Association. They are still on the firing line, battle scarred campaigners by now, the targets for abuse and misrepresentation by agents of the Milk Trust who are on the job 24 hours a day, 365 days each year. Such agents, alas, too frequently aided and abetted by pseudo farmer organizations who have so long been "used" by the Milk Trust that they have lost sight of the object for which they were created; namely, the

(Concluded on page 11.)

### Dry Milk

TO MOST people dry milk is a very new product . . . yet drying is one of the first methods which was used to preserve this valuable food. In 1298 A. D., Marco Polo wrote in his journal an account of the process by which the Tartars dried milk in the sun.

Naturally this was a poor process, but it was more than 600 years before modern science attempted to perfect the process. The earlier methods were crude and the product was far from desirable—but the basic principle of drying milk is so economically sound that within a few years milk drying became a commercial success.

The modern history of commercial milk drying dates back only to the beginning of the present century and the greatest progress has been made in the last twenty years.

Whole milk, "defatted" milk, and buttermilk are the sources of dry milk. The most important product is dry milk solids (defatted)—milk from which the fat and water have been removed. This product has, since 1916, changed from a mere by-product to an important factor in the dairy industry. Twenty years ago the production was only about 16 million pounds a year; to-day it is approximately 300 million pounds a year. This production utilizes more than one and one-half billion quarts of milk a year and constitutes a market for the product of thousands of dairy farms.

Milk is dried by three processes: spray, roller and vacuum drum. In all processes it is pasteurized before or during the drying operation.

In the spray process the liquid is forced under high pressure into a drying chamber as a milk mist which comes into contact with a current of filtered and heated air. This causes rapid evaporation of the moisture from the milk and leaves the solid matter in powdered form which falls to the bottom of the chamber from which it is removed and packaged; the moist air passes to the outside.

The roller process consists in the adherence to the surface of one or more steam-heated rollers of a film of milk which dries in less than one revolution and is scraped off by a sharp knife and the tissue-like sheet is pulverized to the desired fineness, sifted and packed.

In the vacuum drum process, the milk is dried on a large drum in a partial vacuum, making lower drying temperature possible.

Dry milk solids (defatted) contain protein, minerals, milk sugar and water soluble vitamins—in fact, "all the milk except the fat and water." It is widely used in bakery products, confections, ice cream, sausage and many other foods where these milk solids in concentrated form are needed.

Dry buttermilk has an annual production of approximately fifty million pounds and is used almost entirely in the manufacture of feed for poultry and livestock.

Dry whole milk, with an annual production of about fifteen million pounds, is used in infant feeding, and also for confections and baking. Dry whole milk is exported in substantial quantities, affording greater outlets for American dairy farms.—(Reprint from bulletin, "Vital Facts About a Vital Food," by Dairy Industry Committee, Washington, D. C.)

**The BREEDER AND DAIRYMAN**

Published in the interest of the breeder and dairyman everywhere.

G. H. TRUCKELL ..... Associate Editor  
 R. A. BALDWIN ..... Associate Editor  
 H. L. FREESE ..... Business Manager  
 W. C. SMITH ..... Field Representative

Subscription price for the United States, \$1 a year, \$2 for three years, payable in advance.

Copy for the publication should be received not later than the 8th of each month preceding date of issue.

JANUARY, 1937

**Twenty-First Pennsylvania Farm Show**

PENNSYLVANIA's Twenty-first Annual Farm Show will be held in the Farm Show Building, in Harrisburg, January 18 to 22. Governor George H. Earle will give the welcoming address on Monday the 18th, at 12:00 a.m.

A bigger and better show each year has been the motto that has been lived up to with few exceptions for the last twenty years. This year's show promises to be better than ever.

Some 25 or 30 agricultural organizations are scheduled to hold their annual meetings during the Farm Show Week. These meetings in conjunction with meetings held for educational purposes are sure to attract a large attendance. The show has grown so large that it is impossible to take it all in, so to speak, but those who are interested in dairy cattle, beef cattle, hogs, poultry, horticulture or vegetables, in fact every branch of agriculture, will be able to outline a three- or four-day program that will be both interesting and educational.

**Holstein-Friesian Registry Ass'n., Inc.  
Annual Meeting**

ON JANUARY 21, 1937, members of the Holstein-Friesian Registry Association, Inc., will hold their Twelfth Annual Meeting in the Association offices in the Evangelical Building, corner of Third and Reily Streets, Harrisburg, Pa.

The meeting is called for the purpose of receiving reports of officers and committees, and to elect a Pres., Vice-pres., Second Vice-pres., Third Vice-pres., Sec. and Treas., each to serve for a period of one year, and two Directors to serve for a period of three years.

No attempt is made on the part of the Association to hold a convention type of annual meeting due, first: to the fact that the Association is operated for business purposes under a business form of government, and, second: the Association's Annual Meeting comes during Pennsylvania's Farm Products Show week, giving the members of the Association ample opportunity to select from a variety of programs of an educational and entertaining character held in connection with the Farm Show.

The Association has completed another successful year and no suggestions have been submitted relative to changes in the By-Laws. All members who can are

urged to attend the annual meeting and those members who are not able to attend have been provided with forms on which to record their personal wishes to be considered at the meeting.

**G. H. Truckell Recovering from Serious Operation**

OUR many readers will be pleased to learn that Mr. G. H. Truckell, Associate Editor of the BREEDER AND DAIRYMAN for fifteen years, is now home from the Harrisburg Hospital, much improved in health, where he underwent an operation for double goiter.

Mr. Truckell has been in ill health for some two years or more and the past several months his condition grew to be very serious, making it imperative that he submit to a surgical operation. The operation appears to have been very successful and all conditions indicate that he will be back on the job in his usual good form, at an early date.

Mr. Truckell has been associated with the Holstein Industry for more than a quarter of a century and has a wide acquaintance among breeders from coast to coast and they will rejoice with us in learning that he is on the road to complete recovery.

For those of his many friends who would like to write to him personally, his home address is 1606 Naudain Street, Harrisburg, Pa.

**Annual Meeting, Canadian Association**

THE Annual Meeting of the Holstein-Friesian Association of Canada will be held Wednesday, February 3, 1937, at the Royal York Hotel, Toronto.

The meeting will open at 10:00 a.m., with President H. J. Kennedy, presiding and will follow the customary routine, with minutes of the previous annual meeting and reports of the Secretary-Treasurer, George M. Clemons, of President Kennedy for the Finance Committee, of J. L. Pocock as Auditor and Accountant, of Director H. W. Parkinson for the Extension Service Committee and of R. M. Holtby for the Faris Committee.

The President's address will be given by Mr. Kennedy and a summary of the annual meeting of the Board of Directors will be given to the membership, together with recommendations from the Board.

A coöperative association, to be successful, must render a better service to its members than they are able to get elsewhere. If its members lose money by belonging to a coöperative association they will gradually lost faith in it and drop their membership. That is how the lawyer Shapiro, sold the "contract system" to the management of many coöperatives, so that the members would be "hog tied."

**LET'S LAUGH**

"It takes 47 muscles of the face to make a frown, and 13 to make a smile. Why work overtime?"

JANUARY, 1937

THE BREEDER AND DAIRYMAN

9

**"Hokus Pokus---Who Gets the Money?"**

AT A public hearing in the City of Erie, Pennsylvania, on January 5, 1937, testimony was presented to the effect that Erie was receiving the bulk of their milk supply from three different groups of producers, consisting of some 800 or more farmers. About 550 farmers were members of the Erie County Milk Producers' Coöperative Association, substantially 180 farmers were members of the Dairymen's League, and the balance of the producers were unorganized.

The milk supplied to the Erie market by members of the Dairymen's League, it was testified, was utilized in the following percentages and classifications:

77% Class 1 (Fluid Milk)  
 14% Class 1A (Fluid Cream)  
 6% Class 2  
 3% Class 3 (Butter)

The blended price which the Erie dealers should have paid to the Dairymen's League, if they had paid at prices fixed by the Milk Control Board, would have been \$2.47 per hundred for milk containing 3.5 per cent butterfat. It was stated at the hearing that the League members received from the Dairymen's League \$1.85 per hundred for their November milk, or 62 cents per hundred, substantially 25 per cent was not passed along to the League members.

The dealers who purchased their milk from the Erie County Milk Producers' Coöperative Association utilized the milk in the following classes in the following percentages:

43% Class 1 (Fluid Milk)  
 9% Class 1A (Fluid Cream)  
 47% Class 2  
 1% Class 3 (Butter)

The average blended price which the dealer paid to the Erie County Milk Producers' Coöperative Association was \$2.19 per hundredweight for milk containing 3.5 per cent butterfat. The members of the Erie County Milk Producers' Coöperative Association were paid \$2.15 per hundredweight, 4 cents being deducted by the Association to cover cost of operation.

The Erie County Milk Producers' Coöperative Association received 28 cents per hundred less for their milk than what the Dairymen's League should have received, yet they paid their producers 30 cents per hundred more than the Dairymen's League members received, according to the testimony.

Recently we received some milk statements from members of the Dairymen's League covering the milk delivered to the League during the month of November. These statements were from members of the League whose farms were located in the extreme easterly end of the State of Pennsylvania. One of these statements shows that the producer was paid \$1.93 per hundred for milk testing 3.7 per cent butterfat. After certain sums were deducted such as service charges, hauling expense, plant expense and certificates of indebtedness, the average net price per hundred paid to the producer at his farm for 3.7 per cent milk was \$1.54, deducting 4 cents a point for the two points of butterfat above 3.5 per cent, or 8 cents. The net price which this producer received for his milk testing 3.5 per cent butterfat was

\$1.46, or a few cents more than this producer should have received had all his milk been manufactured into butter and paid for at Pennsylvania Milk Control Board prices. Considering the value of skim milk for feeding purposes on the farm to be equal in price to one-half bushel of corn, if this particular producer had manufactured his milk into butter, retaining the feeding value of skim milk on the farm and saved the service charges, plant expense, hauling expense and deductions for certificates of indebtedness, he would have been, in our opinion, substantially better off financially to the tune of 50 cents a day, to say nothing of the feeding value of skim milk. We are not advocating the dairy farmers to brush off the old churn and make butter like their grandfathers used to do, but we are pointing out that some of them are not getting as good a price for their fluid milk as they would receive should they adopt their grandfather's methods.

A neighbor distant to the last mentioned League member received \$2.26 per hundred for milk testing 3.9 per cent butterfat. If we deducted 16 cents for additional 4 points in butterfat, representing the difference between 3.5 per cent milk and 3.9 per cent milk, his price would be \$2.10 for milk with 3.5 per cent butterfat. There was no service charges or plant expense deducted. Deductions for hauling and certificates of indebtedness amounted to \$31.87.

The *Rural New Yorker* fixes the amount which the League's officials hold out on their producers at 84 cents per hundred in one instant, and 54 cents per hundred in another instant, as compared to the 62 cents per hun-

**HERD DISPERSAL**

Thursday, March 11, 1937  
at 12 o'clock.

**THIRTY-SIX  
Purebred Holstein-Friesians**

**10 Head of Heifers up to One Year  
200 Head of Hogs**

Many of the cows will be fresh by sale day. They represent some of the best breeding, and all are nice square uddered individuals. Just the kind for foundation animals.

**Some of the Outstanding Animals Are:**

Ladoga Abbekerk; Jessie Re-Echo; Stella Segis Re-Echo; Daisy De Kol Ormsby Ina; Johanna Mercedes Diana; Nancy Dewdrop Echo; Bertha Alcartra Mercedes; Dolly Colanthus Mechthilde.

ALL ARE T. B. TESTED.

**JOHN SWOPE**

Auctioneer: L. Kurtz  
Pedigree: J. B. Miller  
Womelsdorf,  
Penna.

My Farm is located 1½ miles north of Womelsdorf.

## ACCREDITED HERD DISPERSAL

Monday, March 18, 1937  
at 10 o'clock.

### 19 Head of Purebred Holstein Cattle

16 Cows in full flow of milk; some just fresh. About half of these cows are first and second calf heifers. One bull born April 5, 1936, sired by Alcarra Segis King and from a cow that has a 4.1 test.

The foundation sires of this herd: King Alcarra Segis Beauty was the first sire used, he being a grandson of the famous \$50,000 bull, King Segis Pontiac Alcarra. More Segis blood was used in the next two sires, Grace Payne King Segis and Boiling Springs King Tweedie Segis.

Many of the cows in the herd were sired by two great bulls, Alcarra Inka King De Kol and Grace Payne King Segis.

Two of the outstanding foundation cows of this herd were De Kol Segis Perfecto, sired by King Alcarra Segis Beauty and Edna Canary Alcarra, sired by the same bull. There are many outstanding young cows in this herd.

I will also sell Farm Implements, Hogs and 9 Head of Horses

**Frank Troutman, Owner**  
Bernville, Pa., R. 3.

## DISPERSAL SALE!

TUESDAY, FEB. 23, 1937

### 36--Head Purebred Holstein Cattle--36 Three Guernsey Cows

The Senior Herdsire is Victor Hengerveld Hartje Pontiac. He is a double grandson of Ida Pontiac Segis. She made 30 lb. butter with an average of about 95 lb. milk a day. Some of the cows in production are from this sire.

Junior Herdsire, Van Reed King De Kol Mercedes an outstanding individual. A number of 2- and 3-year-old heifers in the herd are sired by this bull.

Some of the cows to be sold are:  
Betty Nudine Korndyke.  
Hengerveld Queen Sadie.

Dina of Tyrrell—her dam is from a daughter of a 24,000 lb. bull.

Henrietta Pontiac Maid—has 3 daughters in the sale.

There are 8 two- and three-year-old Heifers in production; a number of yearling heifers.

Cows are all large and young except two.

Several cows will be fresh by sale day.

4 Heifers bred to freshen in the Fall.

I will also sell 2 Spans of Mules; Hogs and Farm Implements.

**Charles Madenford, Owner, Shillington, Pa.**  
My farm is located at State Hill north of Sinking Spring.

Ladies' Aid Society of Grace Lutheran Church, Shillington, will furnish meals and light lunch at a nominal sum.

dred which according to the testimony the Erie County Milk Producers' Cooperative Association failed to receive during the month of November.

The New York State Milk Control Board law and the Pennsylvania Milk Control Board law, Act 43, embodies provisions which specifically exempt Cooperative Agriculture Associations or Corporations such as the Dairymen's League from coming under the jurisdiction of the Milk Control Board in respect to the price they are required to pay their producers for milk, or in the amounts they are permitted to deduct from their members' checks. In other words, when dairy farmers are members of a certain type of Cooperative Agriculture Association there does not appear to be much which the Pennsylvania Milk Control Board or the New York State Milk Control Board can do in regard to assuring them a better price for their milk or helping them to get a price near that which their neighbor receives.

The Federal Trade Commission's report relative to the Commission's investigation into the New York Metropolitan Milk Marketing area contains much information relative to the operation of the Dairymen's League Cooperative Association, Inc.

According to the above-mentioned report the number of League members in the year 1923 was 74,867, the total membership in the year 1936 was 37,500.

The number of country plants operated by the Dairymen's League in 1930 is given as 273; in 1935 the number is given as 135, representing a decrease of 138.

We will not attempt to analyze the financial statements of the Dairymen's League as they appear in the report other than to point out to our readers that "the total service and selling expense" from 1930 to 1936, inclusive, as shown in the report, averages more than One Million Dollars (\$1,000,000.00) a month for twelve months in the year and for a seven-year period, or an aggregate for the seven-year period of more than Ninety-three and One-quarter Million Dollars (\$93,300,000.00). The above sum does not include the millions of dollars that have been deducted from the milk checks of League members during this period of years for which they have received I. O. U.'s (Certificates of Indebtedness). Does it not appear that it is a case where the "more you pay the less you get"?

### Milk Prices for November, 1936

THE net cash prices paid for 3.5 per cent milk in the 201-210-mile zone by dealers reporting for the month of November are as follows:

	Per 100 Lb.	Per Qt.
Unity Coöp., Buffalo .....	\$2.70	.057
Brescia Milk Co., Inc., at farm .....	2.42	.051
M. H. Renken Dairy Co. ....	2.405	.051
Bonville Farms Coöp., Inc. ....	2.07	.0444
Crowley's Milk Co., Inc. ....	2.06	.0443
Dellwood Dairy Co., Inc. ....	2.05	.043
Sheffield Producers Coöp. Assn., Inc. ....	2.02	.0429
Dairymen's League Coöp. Assn. ....	1.67	.035

The above price schedule is a reprint from the January 2d issue of the *Rural New Yorker*.

Advocates of education as a cure-all for everything overlook the fact that most people are not making use of the education they already have.

### Senator Weldon B. Hepburn Heads Allied Dairy Farmers' Association.

(Concluded from page 7.)

success and welfare of their farmer members out of whose pockets come the fat salaries and soft jobs they enjoy.

The Allied Dairy Farmers' Association is not deceived by the aura of brotherly love now encircling the Milk Trust. There was, and is, too much money at stake for the Milk Trust to accept any kind of regulation that interferes with profit-taking. They know the Milk Trust is not defeated but is playing possum, using its age-old slick methods to beguile and betray those in power who have taken up cudgels in defense of consumer and producer.

During the present sessions of the Pennsylvania State Legislature and of Congress the Milk "Octopus" will be extremely busy and only those agencies that are constantly alert will escape the giant tentacles that seek ever to crush out individual thought and action among milk producers. Only by alert action at all times will the milk producer be able to retain the little he has gained in the past three years, or obtain more of that to which he is rightfully entitled; a just share of the profits accruing to the milk business.

To the Milk Code Protest Committee, sponsored by David J. Stern of the *Philadelphia Record*, with its able attorneys, Charles Edwin Fox and Francis Biddle, falls the credit of exposing certain unethical conditions to exist that later brought about setting up the machinery that has exposed the various rackets that were being carried on in the milk distributing industry that made it possible for certain Large Holding Companies to pay huge annual profits in the form of dividends after paying their executives high salaries.

Dairy farmers throughout the entire United States have been and will continue to be benefited as a result of the good work started by the Milk Code Protest Committee.

The Allied Dairy Farmers' Association was set up for the purpose of promoting the best interests of milk producers, milk consumers, milk distributors and the manufacturers of milk products, and to oppose with the purpose of eliminating the Unfair, Unjust and Unethical trade practices. The Allied Dairy Farmers' Association, therefore, should have the undivided support of all branches of the dairy industry.

### What Is the Answer?

ARE Milk Control Boards attempting to regulate rackets or regulate the Milk Industry?

Just so long as fluid milk distributors are permitted to pay three or four different prices for milk of the same quality, delivered to them in the same can, on the same truck, on the same day, from the same farm by the same farmer, there is not much use in attempting to regulate the rest of the Industry.

The utilization or the classification plan of paying producers for their milk as conceived and put into operation by the large milk distributing companies that operate a fluid distributing business in conjunction with the manufacturing of ice cream and other dairy prod-

ucts, are able under the plan to purchase milk for manufacturing purposes at a lesser price than their manufacturing competitors. At the same time they are able to obtain their fluid milk supply more cheaply than their competitors whose operations are confined chiefly to that of distributing fluid milk and fluid cream.

We will endeavor to explain in detail in subsequent issues just how the classification plan is worked to the advantage of few and to the detriment of many.

### Go to the Barn With a Lantern

By ROBERT P. TRISTRAM COFFIN

If you would learn to love the night,  
Cross it by a lantern's light,  
Go out to feed the living things  
Man has taken beneath his wings.  
The lantern turns you to a god,  
And your shadow as you plod  
Outreaches earth and disappears  
Into the graveyard of the years,  
Where the stars the brighter spread  
For the shadow of your head;  
Your legs are so gigantic grown  
They cover all the earth alone,  
And they move along so fast  
You can feel your heart grow vast.

You reach the barn and find a place,  
Another universe in space,  
Where you can play the deity,  
Pitch down June and sun and see  
Beauty, standing on four feet  
And wearing velvet, bow and eat.  
These are not eyes that beam on you,  
But piety and globes of dew,  
Feeble, a holy fire,  
Patient, primordial desire.  
The breathings from these nostrils spread  
Into haloes round your head.  
Here in the light, without a mind,  
The cows believe and find you kind,  
Here in the light of a hand-made sun  
Is worship to make a god of one.

—The Yale Review.

### Do It Now

Every breeder of Purebred Holstein-Friesians should keep an accurate and permanent breeding record.

A Special Herd Book has been prepared for this purpose which greatly simplifies the work of keeping the record. The books are not expensive and will last a lifetime.

The Herd Books are made up in three standard sizes and are priced as follows:

100 Page Book	\$2.00
150 Page Book	\$2.50
200 Page Book	\$3.00

Additional pages in lots of (50) 2c each.

By adding new sheets from time to time one book will last a lifetime. Size: 8 3/4 x 15 1/2 inches.

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THE BREEDER AND DAIRYMAN

P. O. Box 30, Harrisburg, Pa.

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Send 25c for an All-About-Texas Club trial subscription to our Texas rural home monthly. Or send us the regular subscription price, one year 50c or three years \$1.00, and your 25-word classified ad will be run twice on trial.

Address:

FLETCHER'S FARMING  
Hondo, Texas

## CATTLEMEN NEED KETCHUM CLINCHER EAR TAGS

J.S. PARKER  
SALEM, N.Y.

25 Tags, \$1.50 50 Tags, \$2.00  
100 Tags, \$3.50

With consecutive numbers. Name or initials of owner on reverse of tag.

CLINCHER PUNCHES: Japanned, \$1.50; Nickel Plated, \$2.00.

BULL RINGS: Copper, 2½ inches in diameter, 27c; 3 inch, 30c. Cannon Metal, 3½ inch, will hold any bull, \$1.15.

BULL NOSE PUNCH, \$1.25. Humane and convenient. Cuts the hole and guides the ring through it.

Also Cattle Leaders, Sheep and Hog Tags, Poultry Leg Bands, Tail Holders and Anti-Kickers.

Postage paid in U. S. A.

Order through  
BREEDER & DAIRYMAN,  
Harrisburg, Pa., or  
KETCHUM MANUFACTURING CO.,  
Dept. L., Luzerne, New York.

## MILK RECORD CABINET SAVES LABOR. KEEPS RECORD SHEET CLEAN.



THE Cabinets are simple in construction, easy to operate and should last a lifetime. They are made of heavy sheet steel, plated with Udyline giving them a silvery appearance and serving as a protection against rust. They are 2½ inches long, 7 inches wide and 1½ inches deep. Neat in appearance and convenient in size. The Record Sheets are ruled for a 25-cow dairy, three milkings daily, are made up in duplicate, providing the owner, at the end of each month, with an original and a carbon copy of his herd record. Both sheets are clean, saving the trouble of re-copying the record when a second copy is required. The price of the Cabinet, complete, including a year's supply of Milk Record Sheets, is \$5.50. Postage Extra—Shipping Weight 10 Pounds.

Parcel Post Rates by Zones from Harrisburg, Pa.

1st and 2nd Miles	3rd Miles	4th Miles	5th Miles	6th Miles	7th Miles	8th Miles
Up to 150	150 to 300	300 to 600	600 to 1000	1000 to 1400	1400 to 1800	Over 1800
16c	26c	45c	64c	83c	\$1.03	\$1.22

Order direct from the  
MILK RECORD CABINET COMPANY, Harrisburg, Pennsylvania

## PUBLIC SALE ANNOUNCEMENTS AND REPORTS

January 26—Greencastle, Pa., R. 3. H. S. Gayman, Purebred Holstein-Friesians.  
February 20—Palmyra, Pa. Joseph S. Gingrich, Holstein-Friesians.  
February 23—Shillington, Pa. Charles Madenford dispersal. Mules, hogs, machinery, registered Holsteins.  
February 24—Hershey, Pa. Roy Shenk dispersal. Purebred and Grade Holsteins and Guernseys, mules, machinery.  
March 8—Berwick, Pa., R. 3. Frank Troutman dispersal. Purebred Holstein-Friesians.  
March 11—Womelsdorf, Pa. John Swope dispersal. Purebred Holstein-Friesians.  
March 13—Cleona, Pa. F. L. Heilman and Son fifteenth annual spring sale. Canadian Holstein-Friesians, horses and bogs.  
March 16—Palmyra, Pa., near Campbelltown. Edward O'Neal annual spring sale. Seventy Registered Canadian Holstein-Friesians.  
March 25—Hershey, Pa. Roy and Ira Shenk annual spring sale. Purebred and Grade Holsteins.  
March 30—Middletown, Pa. C. S. Erb and Co. annual spring sale. Purebred Canadian Holstein-Friesians.

### INBREEDING

Inbreeding, feared by most livestock men but used with extreme success by some, has been practiced for 20 years in the Bureau of Dairy Industry herd at Beltsville, Md., without bad results. But the Bureau warns that its success, as in all cases of inbreeding, probably was due to the fact that the first sire was an excellent individual, able to pass on high production without reducing fertility or seriously weakening his offspring.

The inbreeding trials began in 1915. About 15 grade dairy cows were mated with a registered Holstein bull. The bull was then mated with his daughters. An inbred son, with three straight crosses of the first bull, was chosen for the second herd sire. An inbred grandson became herd sire No. 3. This grandson, mated to his own dam, sired the fourth herd bull. He in turn was mated with this same dam to produce bull No. 5. This herd probably is the most inbred in the country.

Daughters of the first bull and the foundation cows averaged an increase of

100 lb. butterfat a year. These daughters mated to the inbred son of the first bull produced daughters which averaged 63 lb. more butterfat a year than their dams. But when this inbred bull was mated with his own daughters, average butterfat declined about 17 lb., although it has remained at a high level with further inbreeding. Inbred calves are somewhat lighter in weight, as are the mature inbred cows.

The Bureau concludes that the only way to find whether a dairy bull that increases production should be used for inbreeding is to mate him with his daughters. If the bull has the right factors for inheritance, production will be increased without a lowering of fertility or virility.

### THE TROUTMAN DISPERSEL

Mr. Frank Troutman, Bernville, will hold a complete dispersal of his good accredited herd of Holsteins on March 8, 1937.

Mr. Troutman was one of the pioneer breeders of his community, a lover of good Holstein cattle and horses of which he has some of the best.

Mr. Troutman is going out of the dairy business thus giving breeders an opportunity of obtaining some very desirable animals to be used as foundation stock.

Farm implements, hogs and also 9 head of excellent horses will also be sold.

### OUTSTANDING CUMBERLAND VALLEY HERD TO BE SOLD

H. S. Gayman, of Greencastle, will hold a public sale of his outstanding herd on January 26th. There are 15 cows in milk, 8 Heifers, 3 Bulls and the balance in Heifer and Bull calves.

Rolo Pontiac Boy Walker heads the herd. He is from a daughter of a world record bull.

Eleven females in the herd are sired by Rolo Lindy Korudyke Pet, whose sire's six nearest dams average over 1,000 lb.

Mr. Gayman's farm is located 1½ miles south of Greencastle, Pa., 8 miles north of Hagerstown, Md., along Route 11.

### HEILMAN'S FIFTEENTH ANNUAL SALE

F. L. Heilman & Son will hold their Fifteenth Annual Sale on Saturday, March 13, 1937. This is an all-day sale with some 350 head of livestock including cows, horses, mules and bogs.

All of the livestock to be sold was, as usual, selected with the utmost care. Heilman & Son were the pioneer importers of Canadian Holstein-Friesian cattle and their reputation for buying and selling the best, needs no advertising.

One of the easiest, quickest and most economical ways to rid cattle of lice is using, every ten days, a light, nonirritating animal spray so prepared that it will not injure the skin. The bedding, stalls and adjacent walls should be sprayed at regular intervals to kill lice that have left their host. If the weather is cold the animals should be kept in the stable and protected from drafts until they are dry.

### SHENK DISPERSEL

Roy Shenk will hold a dispersal of his entire herd on February 24th. Mr. Shenk has sold his farm, known as the Cyrus Shenk Farm, to the Hershey Estates and therefore the sale will include the farm equipment.

The cattle in Mr. Shenk's herd here are some of the best. One young bull worthy of mention is Hershey Pieter Joe, 10172.

His dam has a record of 16,050 lb. milk; 651.8 lb. fat with a test of 4.0% in 305 days at 10½ years of age. Her record at 11½ years for 314 days is 16,647 lb. milk; 636.1 lb. fat with a 3.8% test. This last record is not yet completed.

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Advertising rates, \$1.25 per inch  
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Box 59, Richmond, Ind.



On the day preceding the sale, Friday, March 12th, they will hold a horse and cattle show in their new pavilion. There is seating capacity for over 1,000 and you are cordially invited to attend this show. This entertainment is sure to please you.

As is customary at the Heilman sales, everything will be done to ensure the comfort of all visitors and refreshments will be served under the supervision of Mrs. Heilman for the benefit of the Loysville Orphans' Home.

### SPRAYING FOR LICE

Winter is the time when dairy cattle are troubled most with lice. The ravages of these glutinous parasites in large numbers is one of the reasons why so many cows lose weight and fall off in milk production at a time when milk and butterfat prices are highest. Also why calves are thin and rough and do not grow into well-developed good producing milk cows.

If only one species of lice plagued cattle, the louse problem would not be nearly so serious. There are three different kinds and sometimes they are all found on the same animal. Two are blood suckers and the third gets his food by biting. Blue and gray lice get their food by puncturing the skin and sucking blood. The biters are smaller red lice which feed on particles of hair, scales and skin excretions. These insects get into the bedding and are readily transferred in different ways from one animal to another and spread rapidly to infest the whole herd.

The regions generally infested are the forehead, neck, shoulders, upper portion of the back, the inside of the thighs and under the neck.



SIZE

Included in this lot are Fresh and Close Springers, and Heifer and Bull Calves.



TYPE

Sale held under cover.

Blood Tested and T. B. Accredited.

Full particulars in February Issue.

My Farm is located near Campbelltown, near the junction of Highways 5 and 117.

### EDWARD O'NEAL PALMYRA, PA.

R. 2

You are invited to come  
and see these animals  
at any time.



AND PRODUCTION

**O'NEAL ANNUAL MARCH SALE**

Edward O'Neal, will hold his annual sale on Tuesday, March 16th. Mr. O'Neal has just returned from a trip to Canada and reports that next week he will receive two carload of Holstein-Friesian cattle—the best he has ever offered for sale.



Mr. O'Neal makes his own selections in buying these cattle and his reputation of bringing good cattle into the United States for his sales is growing year after year.

Mr. O'Neal has built a new sales pavilion to add to the comfort of the people attending his sales.

**WHERE TO BUY FEED GRAINS**

One of the functions of the Federal Livestock Feed Agency is to locate feed for livestock owners and others that may be purchased at the lowest cost. The Agency has listed at this time approximately 20,000 carlots of surplus feed grains. This grain is in the hands of producers, shippers and dealers in or adjacent to the drought states.

The grain has been listed by states showing the name and address of the owner, kind of grain and the railroad over which it would move. Copies of the lists may be obtained from the Federal Livestock Feed Agency, 755 Livestock Exchange Building, Kansas City, Missouri.

**PASTURE IMPROVEMENT**

A pasture that is divided into three or more fields will furnish more nutritious pasture and be less susceptible to weed growth.

Manure alone on pasture is not advised. Mix 40 to 50 lbs. of superphosphate with every load.

A pasture with a good bottom of pasture clover and Kentucky Bluegrass will yield about two tons of dry matter during a pasture season if treated with 800 pounds of superphosphate per acre.

Do not plow pastures unless they are covered with tall weeds or shrubs.

The dry matter of pasture grass after treating with superphosphate contains from two to three times as much protein and thrice the amount of phosphorus as untreated pasture.

Tests at the New York College of Agriculture indicate that the application of nitrogenous fertilizers to a pasture that has been well treated with phosphorus and potash does not materially increase pasture yields and sometimes actually decreases the yield during the pasture season.

Manure and superphosphate will prove more helpful on thin, mossy, paint brush or poverty grass pasture.

Where conditions permit, the mowing machine should be used to remove any herbage that is tall and has gone to seed. "An inch at the bottom is worth two at the top."

When mowing the pasture, set the cutter bar as low as possible, to avoid leaving any long stubble.

When using superphosphate on pasture, be sure to apply it where some white pasture clover can be found in the pasture herbage.

Superphosphate stimulates white clover, which utilizes atmospheric nitrogen and helps the grasses.

Pasture starts to grow at a temperature of about 40 degrees. The maximum

rate of growth occurs at 60 degrees. At higher temperatures the growth rate recedes and stops entirely at about 90 degrees.

A pasture that is well covered with white clover and grasses will continue to make growth in hot weather long after growth on open or poor pastures has stopped. This is due to the temperature of the soil on the well covered pastures being six to eight, and sometimes ten to twelve degrees lower than the open pasture soil.

Lime is generally not needed on pastures unless the soil is so acid as to need 3,000 pounds of ground limestone to grow red clover. Test all soil before applying lime.

Heavily stocked pastures carrying one or more cows per acre should have the cattle droppings spread once or twice during the grazing season. Fall is the best time to spread droppings.

If white clover is present, it is not necessary to apply seed to a run-down pasture if superphosphate is applied.

Five hundred pounds of superphosphate per acre should be the minimum application. More lasting results and better yields are obtained when 800 lbs. are used.

**MADENFORD DISPERSAL**

Another good herd to be dispersed is the herd of Charles Madenford, Shillington, Pa. Mr. Madenford's herd consists of 36 Purebred Holstein-Friesians and they are as nice a bunch of cattle as can be found anywhere. The cows are large and each one shows type and production.

There are 3 daughters in the sale from Henrietta Pontiac Mead, one of the best daughters of Korndyke Clear Spring Pontiac.

Dina of Tyrrell is another good cow in the sale. Her sire is from a granddaughter of the noted bull, Avon Pontiac Echo, and is by a 34-lb. son of a 35-lb. bull, from a 29-lb. daughter of a 30-lb. daughter of a 27-lb. cow. Her dam is from a daughter of a 24,000-lb. bull.

**CARE OF THE DAIRY BULL**

A very important item in proper care of the dairy bull is to have a good, safe bull pen for him to run in. It is a good plan to have a stout barrel, old tree stump or similar object in the yard for him to play with. He will need plenty of clean water, especially at this time of year. The bull should be kept rather thin and should not be fed excessive amounts of roughage. A grain mixture of four parts ground oats, one part corn meal, one part linseed oil meal and two parts wheat bran is recommended. If the bull is mature, feed two to four pounds of grain daily; if the bull is young, five to eight pounds a day, according to age and condition. Alfalfa or clover mixed hay should be fed but not in large quantities. Feed silage sparingly.

Show your copy of the BREEDER AND DAIRYMAN to your neighbors and get them to subscribe.

**GRAND VIEW FARMS, Middletown, Penna.**

**LARGEST IMPORTERS OF CANADIAN HOLSTEINS IN THE UNITED STATES.**

**WE** have on hand at all times a choice lot of young cows and first calf heifers. A shipment of 30 HEAD will arrive soon and can be seen at our barns on or after Jan. 20. This lot will be offered at

**PRIVATE SALE**

and are a very choice lot. All are Blood Tested and Accredited. We also have a fine lot of Penna. Grade Cows. Livestock financed. No extra.

**GRAND VIEW FARMS,**

**C. S. ERB & CO., Owners**

Middletown is located 8 miles South of Harrisburg on Route 23

**Phone 469**

**KEEP THE HERD HEALTHY**

Unless the dairy cow is in a healthy condition she should not be expected to produce healthy milk. All of the blood which goes to the manufacture of milk must pass through the circulation and, if any diseases are present, the blood is apt to take up the germs producing them and, in some cases, these germs have been found in the milk. Therefore, the first essential in the production of sanitary dairy products is a healthy herd of cows.

**USEFUL TRACTOR HINT**

Farmers who use tractors to furnish power for threshing, silo filling, etc., often have trouble with slipping belts. One remedy is to mix eight parts of melted resin with one part of castor oil. When wanted the mixture should be warmed until it is liquid, then pour a small quantity on the middle, not the edge, of the belt. A belt thus treated can be run quite slack without danger of slipping.

**A GROWING HERD**

One of the many good Holstein-Friesian herds of Lebanon County is owned by Oscar H. Smith, Myerstown, Pa. Most of the mature females are of Canadian breeding, and it is headed by Beechwood Sir Abbekerker, a very handsome, well-marked bull now two years old. He has only one daughter in the herd, but she is as nice a heifer as anyone could wish to own. straight-backed, deep-bodied, and with prospects of having a large square udder and well-placed teats.

Beechwood Sir Abbekerker was from

Hardy, recleaned Alfalfa Seed, \$1.00; Grimm Alfalfa, \$12.50; White Sweet Clover, \$6.50; Red Clover, \$18.50. All 60-pound bushel, track Concordia. Return seed if not satisfied. Geo. Bowman, Concordia, Kansas.

Susie Abbekerker Posch, a cow that was classified "Excellent" by the inspectors of the Canadian Registry Association. She is credited with producing 830 lb. butter, 18,407 lb. milk in 365 days as a ten-year-old, her milk averaging 3.61% fat. She has two daughters, one of which, Gano Posch Abbekerker, is credited with 17,798 lb. milk, 801.25 lb. butter in 365 days as a two-year-old heifer.

Mr. Smith is a good feeder and caretaker, and his dairy has all the appearance of being composed of good producers. He also has a large poultry flock with some of the finest Hampshire Reds the writer has seen this year.

**F**OR years I have translated and prepared Holstein-Friesian literature to be distributed in South American countries. I have also had much experience in corresponding with breeders in those countries who have purchased animals from the United States. I now offer my assistance and cooperation to breeders who desire to get in touch with the promising and profitable South American market.

**RALPH E. MORETON**  
102 MAIN ST., BRATTLEBORO, VT.

# THE KING AGENCY

## GENERAL AGENT

**Pa. Threshman & Farmers' Mutual Casualty Co.**

**Workmen's Compensation & Automobile**

**Continental Casualty Company**

**Largest Health and Accident Company, Featuring Insurance for Farmers and Dairymen**

### LIVESTOCK INSURANCE SPECIALISTS

#### THE KING AGENCY

**325-335 S. Eighteenth St. Harrisburg, Pennsylvania**

Established 1874  
**Seth Fisher**

**Succeeding Seth Fisher**  
QUAKERTOWN, BUCKS CO., PA.

Established 1903  
**M. K. Fisher**

**M. K. Fisher**

#### Dealer in COWS and HORSES

FULLY  
T. B. ACCREDITED  
AND  
BANG TESTED  
DAIRY COWS.  
REGISTERED AND  
CHOICE GRADES.  
IMPORTED CANA-  
DIAN COWS.



WESTERN HORSES  
OF  
ALL DESCRIPTIONS.  
WEEKLY PUBLIC  
SALES DURING  
SEASON.  
PRIVATE SALE  
AT ALL  
TIMES.

**Stables**  
219 E. Broad St. (Rear)  
Bell Phone 82 R  
**Trade Solicited**  
No Order Too Large for My Capacity  
None Too Small for Prompt Attention

**Residence**  
54 Ambler Street  
Bell Phone 78

#### AMERICAN FARM YOUTH

DANVILLE ♦ ILLINOIS

*Our Slogan: When Better Horses, Mules and Cows Are Grown, "We'll Sell 'Em."*

## FIFTEENTH ANNUAL SALE

ALL DAY---From 9.00 A. M. to 5.00 P. M.

SATURDAY, MARCH 13, 1937

350  
HEAD LIVESTOCK

HORSE AND CATTLE SHOW  
Friday, March 12

100 HEAD CANADIAN PUREBRED HOLSTEINS, Blood tested and T. B. accredited.  
Heifers and bull calves, and 6 well-bred serviceable bulls.

150 head hogs. Chester Whites, Polands and Berkshire sows in farrow to litter near sale time.

A lot of good growing Shoats, profitable for feeders. Several serviceable boars. All hogs will be vaccinated. You know the kind we sell.

Half of this lot are milking in our barn, under C. T. A. work, making good marks throughout. Our average test on this herd is 3.67%. These cows will all be bred to our herdsire, Banostine Dewdrop Pabst, whose dam and sire's dam are 4% cows. The dam's sire is one of the best transmitting young sires living. Is a son of the All-American Johanna Rag Apple Pabst. No better breed exists. These are the values you get in these cows being bred to so great a sire. The other half of this lot of cows will be fresh or close springers. There can be no better chance to buy cows of high merit, than this sale, as they are all tried and tested, and sold only under these conditions.



6 of the Top Cows to Be Sold

	Days	Lb. Milk	Lb. Fat
Meadowbrae Sylvia	68	3,847	138 2
Hartog Gerber Sylvia	91	5,148	179 1
Ethel Elaine Pontiac	85	5,279	170 4
Limhouse Dorothy	80	4,355	154 2
Dolly L. Pontiac	31	2,192	78 9
Cedarville Rauwerd Veeman	84	5,646	175 1

### HERD AVERAGE:

Nov. 19—cows in milk—Aver. milk, 1,591. Aver. per day, 53.0. Aver. fat, 52.2

Dec. 23—cows in milk—Aver. milk, 1,576. Aver. per day, 51.0. Aver. fat, 51.3

Hershey Milk Company test on the entire herd which includes 6 first calf heifers for the months of November and December was 3.6 and 3.7%.



Several good Purebred Clydesdale Brood mares.

1 Yearling Purebred Clydesdale Stud.

2 Fancy-gaited saddle horses. Safe for ladies to ride.

2 Spotted Shetland Ponies.

### TRUCK LOAD FLORIDA FRUIT DIRECT

Auctioneers: Hess, Dupes, Koons, Stupp, Gilbert, Rhoads, Kettering.

Clerks: Kleinfelter, Gingrich, Miller, Meyer.

Pedigrees: Harvey Rettew. Tester: Paul Hershey, Lebanon, Pa.

Refreshment stand for benefit of Loysville Orphans' Home. Cheap dinners furnished all day, supervised by Mrs. F. L. Heilman. Eat, and help the ones in need.

Sale held under cover in our new Sales Pavilion. Write for catalog.

**F. L. Heilman & Son,**

**Cleona, Penna.**

# The BREEDER and DAIRYMAN



Vol. XV

FEBRUARY, 1937

No. 2



THE RUGGED KIND THAT GROWS INTO MONEY-MAKERS

**DISPERSAL SALE!**

TUESDAY, FEB. 23, 1937

Starting at 12 o'clock, noon.

**36--Head Purebred Holstein Cattle--36**

Three Guernsey Cows

The Senior Herdsire is Victor Hengerveld Hartje Pontiac. He is a double grandson of Ida Pontiac Segis. She made 30 lb. butter with an average of about 95 lb. milk a day. Some of the cows in production are from this sire.

Junior Herdsire, Van Reed King De Kol Meredes an outstanding individual. A number of 2- and 3-year-old heifers in the herd are sired by this bull.

Some of the cows to be sold are:

Betty Nudine Korndyke.

Hengerveld Queen Sadie.

Dina of Tyrrell—her dam is from a daughter of a 24,000 lb. bull.

Henrietta Pontiac Maid—has 3 daughters in the sale.

There are 8 two- and three-year-old Heifers in production; a number of yearling heifers.

Cows are all large and young except two. Several cows will be fresh by sale day.

4 Heifers bred to freshen in the Fall.

I will also sell 2 Spans of Mules; Hogs and Farm Implements.

Charles Madenford, Sinking Springs, Pa., R. 1  
My farm is located at State Hill north of Sinking Spring.

Ladies' Aid Society of Grace Lutheran Church, Shillington, will furnish meals and light lunch at a nominal sum.

**FOR SALE****Holstein-Friesian Bull****MAPLE GROVE KING SEGIS BOY**

Born August 14, 1936

**Sire:** PABST KING SEGIS PRILLY PEARL, whose dam produced in 7 days. Milk 491.6 lb., Butter 31.39 lb. 365 days, 18,736 lb. Milk, 822.45 lb. Butter, 51.29 lb.

**Dam:** MAPLE GROVE GRACE VERONICA GLISTA. During her lactation period she produced 9,129 lb. Milk, 335.3 lb. Butterfat C. T. A.

This young fellow offered is good every way. Color more white than black. Price at the low figure of

**\$55**

First check takes him.

**Maple Grove Stock Farm**

Centerville, Crawford Co., Pa., R. 4

Frank Jones, Mgr.

ACCREDITED AND NEGATIVE

**TWO DAYS Paul D. Turner's Public Sale TWO DAYS**  
**Saturday, Feb. 20th and Thursday, March 4th**

HAVING SOLD MY DAIRY FARM, WILL SELL ALL PERSONAL PROPERTY, LIVESTOCK AND MACHINERY, AT LINCOLN DAIRY FARM, LOCATED 3½ MILES EAST OF CHAMBERSBURG, ALONG THE LINCOLN HIGHWAY.

**THIS IS A CLEAN OUT SALE, EVERYTHING WILL BE SOLD, NO GOODS RESERVED****FARM MACHINERY SALE**

Saturday, February 20th, promptly at 10 o'clock.

**STOCK SALE**Thurs., Mar. 4th, promptly at 10 o'clock.  
Mules, Cows, Hogs, New Electric Milk Cooler.

New McCormick-Deering Binder cut two crops, new McCormick-Deering side rake and hay loader used two seasons, 1-10-20 McCormick-Deering tractor good, 2 tractor plows, 1 tractor disk, small disk, 1-12-horse disk grain drill, sowed three crops, 1 grass seed drill good, 4 wagons, 2 sets hay carts, 3 mowers good, 7 used manure spreaders good, 10 spring harrows, 2 smoothing harrows, 9 plows, 2- and 3-horse, 2 riding, 5 walking corn plows, 2 lime spreaders, 1 potato planter, 1 potato digger, 100 crates, 2 corn planters, and a big lot of machinery and equipment not mentioned.

This herd of cattle stand third on the Honor Roll of the Franklin County, and it should be of interest to any dairyman or farmer, to attend, and it should be of interest to any dairyman or farmer, to attend, this sale. Lot of good young stock bulls and heifers, all my own raising, bred from my own sires, which would improve your herd.

**AVERAGE HERD TEST FOR MONTH OF JANUARY 1937, BY**

Herdsire, Knute Colantha Johanna Pieble, his 6 nearest dams, have year records close to 700 lbs. He is from a son of a cow with 1,223 lbs. in one year. This bull is a fine bred, K.P.O.P. bull. He is stirring fine calves, and should go to a good herd.

Lilly Netherland Korndyke 2d, milked 14,154, with 633 fat, testing 4% in 30 days, milked 1,566 with 4%, was third highest cow in Franklin County D.H.I. work.

Bessie Crestmont Pauline, made 606 lbs. butter, milked 12,683, testing 4%, milking at this time 70 lbs. In January 1937 milked 1,775, made 70.2, test 4%.

**ORDER OF STOCK SALE**—Sale will start at 10 o'clock. Electric pump at 12; Mules and Farm Gear at 4 o'clock. This is a big sale—come early.

**Paul B. Turner, Owner****The Breeder and Dairymen**

Published monthly, except during May and July, by the Benn-Chester Publishing Company, Harrisburg, Pa., \$1.00 a year; 3 years for \$2.00  
Entered as second-class matter, April 8, 1922, at the Post Office at Harrisburg, Pennsylvania, under the Act of March 3, 1879

VOL. XV

HARRISBURG, PA., FEBRUARY, 1937

No. 2

**Utilization Plan or Classification Plan**

**T**HE utilization or classification plan of paying dairy farmers for milk produced and sold for human consumption in fluid form is rather modern in its application. Up until 1922 or about the time Wall Street went into the milk business, farmers were paid for milk at a flat price per hundredweight or per quart.

The plan works to the advantage of the large milk dealers who conduct a distributing business in conjunction with an ice cream manufacturing business and places the independent milk distributor who does not operate a manufacturing business and the independent manufacturer who conducts a manufacturing business free from a distributing business to a disadvantage.

The large holding companies which were formed by consolidating fluid milk distributing companies with ice cream manufacturing companies inaugurated the utilization plan or classification plan of payment. At least, the plan appears to have been put in general practice by these companies. The plan provides that the producer is to receive payment for a portion of his milk at two or more different prices in accordance with the percentage of the milk utilized in various uses.

The price to be paid producers for milk sold for human consumption in fluid form (designated as Class 1 milk) is fixed at a higher price in comparison to the prices paid for surplus or manufactured milk.

Milk is milk. In the State of Pennsylvania it costs no more to produce 100 pounds of milk which is sold for human consumption in fluid form than it does to produce 100 pounds of milk which is sold in the form of fluid cream or 100 pounds of milk which is sold to be manufactured into ice cream. Therefore, there does not appear to be any sound reason to justify a dealer paying a producer three different prices for three different quantities of the same kind of milk taken from the same can; yet that is the practice which has been carried on under the utilization or classification plan.

While the price to the farmer should be the same for the three classes of milk above referred to, the consumer might be required to pay the dealer a higher price for milk delivered to the doorstep in fluid form on account of the added expense of delivering and processing. However, the consumer might actually pay more for milk utilized in the form of fluid cream or ice cream than they pay for milk in fluid form. Why then, is there so much difference in the price which dealers might previously have been operated as a manufacturing plant to pay farmers for milk which they sell to the consumer in fluid form? These appear to be some of the facts. When Wall Street came into the milk business they had conceived the idea of adding freight charges and country plant charges and other expenses which might run into several thousands of dollars depending on the size of the plant and the distance the

farmer was actually being paid a high price for milk of fluid quality and therefore the consumer would have to pay a higher price for fluid milk delivered on their doorstep.

After a fictitious Class 1 price has been established in the manner above outlined the dealer pays these prices for direct shipped milk, f. o. b. city processing and bottling plant, the large company that conducts the joint milk distributing and milk manufacturing business sets up a series of country plants, some of them or many of them located hundreds of miles from the city distributing or processing plant. Then what happens? When the farmer delivers his milk to these country plants the dealer deducts from the Class 1 price transportation and county plant expenses in sufficient amounts to cover the freight and country plant expense on surplus or manufactured milk. In other words, the Class 1 price, instead of being paid to the farmer may be used by the dealer to transport large quantities of milk from the country to their city plant.

Just how do the large milk distributors manipulate producer prices to the extent that they are able to pay the producers the same price or a lesser price per hundredweight when the consumer price for doorstep delivery is increased. Under the utilization plan or classification plan if the consumer price is raised one or two cents in the large metropolitan markets, the large dealer, in order to take full advantage of the increase in price which the consumer pays to increase his profits and to avoid paying the producers their fair share of the increase, increases his purchases of surplus or manufactured milk.

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plant is located from the fluid market. The freight charge long distances from the fluid market might be sufficiently high when added to the country plant deductions to equal the difference between the Class 1 price at that plant and the manufacturing or surplus price so that those farmers would receive little or nothing in the way of an increase in price over the price they previously were paid. The dealer would then substitute surplus milk received at country plants near the market and sell it in Class 1, replacing the Class 1 milk received at the distant plants, thus all the milk received at the distant plant would be manufactured the same as it was before the dealer acquired the plant. The Class 1 deductions for freight and country plant expenses would be clear "velvet" to the company.

Certain large distributing companies that maintain a series of country plants have equipped certain plants for manufacturing purposes where whole or skimmed milk is either powdered or condensed. The producers supplying milk to these plants are paid their proportionate share of Class 1 milk, the dealer deducting country plant expense and transportation on that portion of the milk which is paid for in Class 1, yet all of the milk received at these plants, all or part of the year, may be manufactured; the dealers substituting surplus milk for which they have paid their producers a very low price at plants located near the fluid market for Class 1 milk delivered at the manufacturing plants. In other words, some companies appear to have in their regular set up a system to absorb all or a large portion of any consumer price increase in the fluid market by using the price increase to increase their profits on manufactured milk.

The independent milk distributor who is not also engaged in the milk manufacturing business but who is retailing milk on the city streets in competition with the companies who maintain a series of country plants is forced to pay his producers a higher price than does his large competitor or he must do his cheating more in the open by paying his producers for a lesser quantity of milk in Class 1 than he actually sells.

Excerpts from the Federal Trade Commission's report appear elsewhere in this issue reciting specific instances where dealers have resorted to various rackets, resulting in underpayments to their producers.

The following is a copy from the Federal Trade Commission's report:

The foregoing estimate is made by multiplying by 12 the amounts involved in each of these practices for the sample month referred to. These practices, together with the amounts involved in each for 1 month, are as follows:

Philadelphia Connecticut		
1 Month*	1 Month†	Total
Underpayments on milk sold under utilization basis ...	\$10,562.61	\$314.47 \$10,877.08
Underpayments by dealers buying on flat price ....	4,045.84	6,648.61 10,694.45
Underpayments on milk sold as Class 1 .....	5,365.53	..... 5,365.53
Profit on hauling producers' milk to city processing stations .....	24,412.30	1,471.20 25,883.50
Total for 1 Month ....	\$44,386.28	\$8,434.28 \$52,820.56
Yearly Basis .....	532,635.36	101,211.36 633,846.72

\* For most companies, the data are for October, 1934; for the others, September, 1934.

† For most companies, the data are for June, 1934; for the others July, 1934.

The following example of how transportation rates can be manipulated is copied from the Federal Trade Commission report:

"Assume that a distributor sells daily 800,000 pounds of milk in Class 1. He operates two country stations, one at a considerable distance from Philadelphia with a car-lot rate of 32 cents per hundredweight and a less-than-carload rate of 43.5 cents per hundredweight, and the other station nearer to the city with a car-lot rate of 15 cents per hundredweight and a less-than-carload rate of 25 cents per hundredweight. Assume further that receipts at each station are 800,000 pounds daily. Under the system of allowing producers at both stations to participate in the Class 1 sales, the distributor could deduct 43.5 cents per hundredweight on 400,000 pounds of milk received at the farther away point, and 25 cents per hundredweight on 400,000 pounds received at the near-by station, but he could ship his entire Class 1 needs, 800,000 pounds, from the near-by point at the 15 cents per hundredweight car-lot rate. The opportunities for profit trafficking in freight rates in thus handling receipts of milk are obvious."

"In actual practice the Commission found that three large Philadelphia distributors operating country receiving stations did attempt to handle some though not all of their milk receipts at these country points in much the same manner as just described."

We believe that it is clear to our readers that the utilization or classification plan of paying producer for milk is subject to the same manipulation that can be perpetuated by milk companies as referred to above in reference to transportation charges.

In subsequent issues we will endeavor to point out to our readers other inequities in the milk distributing and milk manufacturing industry resulting from the manipulation of the utilization or classification plan and we will endeavor to show that it should be the First Official Act of State or Federal regulatory bodies that have to do with the production and distribution of milk and milk products to Expose Correct and Declare Illegal certain rackets that have crept into the industry, before they can hope to regulate the industry in an equitable manner to the end that the producer, consumer and all classes of milk handlers are treated justly.

### First W. P. A. State Guide

PRODUCED by the Federal Writers' Projects of the W. P. A. the *Idaho Guide* is just off the presses. It is a federal document, copywritten by the Secretary of State's office, and is offered to the public at \$3.00 per copy. It is a book of 430 pages with fifteen maps and 128 pages of illustrations. As this book will be sold at cost of production it will not be handled by jobbers but must be obtained from the printers, the Caxton Printers, Ltd., Caldwell, Idaho.

Cattle carcasses which, because of showing tuberculosis lesions, failed to pass Federal inspection at the principal livestock markets numbered less than 10,000 in 1936 as compared with more than 28,000 the previous year, says Secretary Wallace in his annual report for the past year.

### Surplus Dry-skim and Evaporated Milk To Be Bought for Relief Use

BIDS to supply approximately 3,000,000 pounds of dry-skim milk, manufactured by the spray process, and 250,000 cases of evaporated milk have been requested by the Agricultural Adjustment Administration.

The purchases are being made in connection with surplus removal operations carried on by the Agricultural Adjustment Administration. The dairy products to be bought are to be turned over to the Federal Surplus Commodities Corporation for relief distribution to the States to flood sufferers and other needy families.

The specifications call for deliveries of each product over a 6-week period, deliveries for dry-skim milk ending March 27th, and deliveries for evaporated milk ending March 20th.

### Under Payment To Producers

IN THE summary of the Federal Trade Commission report to Congress of their investigation into the various milk marketing areas, they recite various methods used that resulted in underpayment to dairy farmers for their milk.

We are reciting below three of the many instances that are included in the report:

"Two large St. Louis distributors reported substantial quantities of uninspected cream used for Class III sales. The use of this uninspected cream at Class III prices instead of Class II prices from March, 1934, through December, 1935. Returns to producers were thus depressed to the extent of \$96,770.56, this being equivalent to practically three-fourths of a cent per quart on this quantity of milk.

"Three large St. Louis distributors paid Class III prices for 2,241,093 quarts of milk sold as bulk fluid milk from March, 1934, through February, 1935. Returns to producers were thus depressed to the extent of \$45,793.76, which amounted to more than 2 cents per quart on the milk involved. This was contrary to the intention of the milk license. As the extent of the practice increased during the period mentioned, the later license was changed so as to specifically prohibit the practice.

"Two large Boston distributors added cream to milk purchased to raise the butterfat content of the latter. In determining the quantities of milk to be paid for at Class I prices, however, the distributors deducted the number of quarts of added cream from total Class I sales. This practice resulted in 315,981 quarts of producers' milk being paid for at Class II prices instead of Class I prices during the 9 months beginning in June, 1935. Returns to producers were depressed by \$13,184.71, which is equivalent to 4.17 cents per quart on the 315,981 quarts involved."

On a monthly basis, a 1,200-pound cow that produces 40 pounds of  $3\frac{1}{2}$  per cent milk will require 360 pounds of mixed hay, 1,080 pounds of silage, and 345 pounds of a properly-varied concentrate mixture.

## John G. Early's Complete Dispersal Sale

Entire herd of registered Holstein-Friesian cattle. Bloodtested and T. B. accredited, on Monday, March 8, 1937, on my farm located in West Cornwall Township, Lebanon County, Pa., at the edge of the village of Quentin on Highway Route No. 5, leading from Cornwall to Hershey (Horseshoe Pike).

### TWENTY-TWO HEAD

registered Holstein-Friesian cows. About half are fresh or close springers, the balance are fall cows. These cows are of Canadian Breeding and of the very best blood lines. Many of these animals are good for 60 lbs. of milk per day.

*Special mention—Korndyke Posch Abbekerk Lady. Five years old and a daughter of Posch Abbekerk Dewdrop. This cow will milk 60 lbs. per day.*

Ten heifers—all raised from the above cows. One is due to freshen soon.

Also the herd sire, Rag Apple Philip Hartog, born Dec. 10, 1933. This animal has some of the famous Rag Apple breeding. A beautiful bull. He must be seen to be appreciated.

Sale to start at 1:00 o'clock p.m., when conditions will be made known by

Auctioneer—Irwin Hess.

**JOHN G. EARLY**

Lebanon, Pa., R. D. 5

## HERD DISPERSAL

Thursday, March 11, 1937

at 12 o'clock.

### THIRTY-SIX

## Purebred Holstein-Friesians

10 Head of Heifers up to One Year  
200 Head of Hogs

Many of the cows will be fresh by sale day. They represent some of the best breeding, and all are nice square uddered individuals. Just the kind for foundation animals.

### Some of the Outstanding Animals Are:

Ladoga Abbekerk; Jessie Re-Echo; Stella Segis Re-Echo; Daisy De Kol Ormsby Ina; Johanna Mercedes Diana; Nancy Dewdrop Echo; Bertha Alcartra Mercedes; Dolly Colanthus Mechthilde.

ALL ARE T. B. TESTED.

**JOHN SWOPE**

Auctioneer: L. Kurtz

Pedigreees: J. B. Miller

**Womelsdorf,**  
**Penna.**

My Farm is located 1½ miles north of Womelsdorf.

## Tendency Toward Monopoly

**I**N THE areas investigated, the large dealer companies have been able to substantially lessen competition by the acquisition of the principal independent distributors.

National Dairy Products Corp., organized in 1923, has acquired, either directly or indirectly, the business of 358 individuals, firms or corporations engaged in practically all branches of the dairy industry. During 1934, subsidiaries of National Dairy Products Corp. purchased 3,727,942,292 pounds of fluid milk, equivalent to 11.2 per cent of all the wholesale milk sold by farmers in the United States (33,321,000,000 pounds). If the milk equivalent of all other milk products (cream, butter, cheese, etc.) included, during 1934 this company purchased 7,177,041,000 pounds of fluid milk and milk equivalent, or 9.4 per cent of all the commercial milk (76,185,000,000 pounds) produced in the United States. During 1934, eight subsidiaries operating in New York, Philadelphia and Connecticut milksheds purchased nearly 2,000,000,000 pounds of milk, or 19.1 per cent of all the milk sold on the market by all dairy farmers in the States of Vermont, New York, Connecticut, New Jersey and Pennsylvania.

During 1934, subsidiaries of National Dairy Products Corp. manufactured and sold 37,550,988 gallons of ice cream, equal to 21.38 per cent of the total quantity of ice cream manufactured for sale in the United States.

The acquisition of Breakstone Bros., Inc., and of Kraft-Phenix Cheese Corp. gave National Dairy Prod-

ucts Corp. approximately one-third of the cheese business of the United States. C. A. Straubel Company, a subsidiary of Kraft-Phenix Cheese Corp., is one of the few active members of the Wisconsin Cheese Exchange whose activities fix the basis for the price of cheese throughout the United States.

Subsidiaries of National Dairy Products Corporation operate condensaries, creameries and cheese plants in various parts of the country. During 1934, Muller Dairies, Inc., a subsidiary distributing fluid milk in New York Metropolitan Area, in order to purchase its fluid milk requirements at prices lower than the Class I prices fixed by the New York State Division of Milk Control, leased three of its fluid milk receiving plants in New York State to another subsidiary of National Dairy Products Corporation engaged in processing cream, condensed milk and milk powder. About the same time, Muller Dairies, Inc., sold a fourth plant to Dairymen's League Coöperative Association, Inc., and began purchasing milk from the league for shipment from Pennsylvania to New York City at lower prices. The plant purchased by Dairymen's League was closed immediately. Simultaneously with these transactions the manufacturing subsidiary which took over the three Muller Dairies' plants in New York State leased two of its own plants in Pennsylvania to a Baltimore subsidiary of National Dairy Products Corporation. The manipulation of sources of supply and shifting of plants from one subsidiary to another caused the farmers delivering milk to three Muller Dairies' plants in New York State to receive surplus instead of fluid milk

prices, as a result of which producers lost over \$17,600 during April, 1935, or at the rate of over \$200,000 a year by reason of the change.

The investigation developed that National Dairy Products Corporation has a substantial business in the sale of fluid milk and cream in both the Connecticut area and the Philadelphia milkshed, also in New York, Baltimore and St. Louis. The combined sales of all classes of milk by the subsidiaries of this corporation in Connecticut, as disclosed by the records of the Connecticut Board of Milk Control, show that this corporation controls 39.3 per cent of the milk sold in Hartford, 30.5 per cent in New Haven and 14.7 per cent in the entire State of Connecticut. National Dairy Products Corporation, through its subsidiary, Suppée-Wills-Jones Milk Company, also controls a substantial percentage of milk sold in the Philadelphia milkshed, but the exact percentages were not obtained. In Baltimore, National Dairy Products Corp., through its subsidiary, the Western Maryland Dairy Corporation, sells approximately 55 per cent of the milk supply to Baltimore consumers.

The Borden Company, originally organized as a "condensed milk" manufacturer, is the second largest milk and dairy products company in the United States. Beginning in 1928, the company initiated a policy of expansion through acquisitions and consolidations of companies engaged in various branches of the dairy industry. During the five-year period, 1928-1932, The Borden Company acquired directly or indirectly through its subsidiaries approximately 200 companies (not including numerous acquisitions of small concerns). The company was reorganized in January, 1936, and became

an operating company by taking over the business of all excepting 10 of its operating subsidiaries. The companies taken over in 1936 are now operating divisions of The Borden Company. During 1934, The Borden Company and its subsidiaries purchased 5,183,239,000 pounds of fluid milk and milk equivalent in other milk products, such as cream, butter and cheese, equivalent to 6.8 per cent of the total commercial milk (76,185,000,000 pounds) sold from all the farms in the United States.

Certain documents found in the files of The Borden Company disclose that at times that company refrained from competing with other large companies, including Kraft-Phenix Cheese Corporation (a subsidiary of National Dairy Products Corporation), Carnation Company, and Pet Milk Company. (Excerpts taken from Federal Trade Commission Summary Report on Conditions with Respect to the Sale and Distribution of Milk and Dairy Products.)

## From the Census Report

**E**IGHT states each report more than a million cows milked in 1934 when the Federal Farm Census was last taken, Wisconsin ranking first with 2,104,535, Minnesota second with 1,717,623, Iowa third, New York fourth and Texas fifth, Illinois, Missouri and Ohio following in the order given.

Milk produced decreased 3.5% from the 1929 figures, this being caused by the drought of 1934. Yet nearly 3½ million more cows were milking in the later year, the number reaching 24,581,669.

## J. BRADY SMITH DISPERSAL SALE Tuesday, Feb. 23, 1937, at 10 A. M.

At the Smithdale Dairy Farm, 2½ miles north of Shippensburg, near Shippensburg-Newville Road.

### 5 HEAD OF BELGIAN HORSES

From one to six years old. Have all been raised on farm. They are real colts and we know you will like them.

### 45 HEAD REGISTERED HOLSTEIN CATTLE

These animals have nearly all been raised on this farm, bred from our best foundation cows and consist of mostly 1, 2, 3, 4 and 5-year-olds. The sires of these young animals are from World Record Dams and we have developed the herd from the best families of producers over a period of 18 years.

This will be an opportunity to buy young animals that will develop into real producing cows.

The reference sire, Colantha King Prospect—his five nearest dams have year records that average 838 lbs. butterfat, his sire is by a 1,000 lb. son of Carnation Segis Prospect, the

sire of the great Gluck cow that held the world's record for both milk and butter. His dam made 729 lbs. butter, is from a producing son of Colantha Johanna Champion, 67 tested daughters, 1 over 1,000 lb.

The present herdsire is Grandview Rolo Pabst. His sire is from a 1,000 lb. cow and has four of the greatest bulls of the breed in his pedigree, namely, Pabst Crusader, Creator, Rolo Pontiac Fayne and Serradella King Doress.

Nineteen milk cows, 5 serviceable bulls. Balance young bulls and heifers. Some of these heifers bred to freshen this summer and fall.

### 30 HEAD LARGE TYPE POLAND CHINA HOGS

Including large registered boar bred by Buck and Doe Farms of Coatesville, Pa.; 2 registered sows due in March, sows with pigs by side, 4 young boars large enough for service. Also some fine gilts.

Sale must start early. 10:00 to 11:30 a.m., household goods, farm machinery; 11:30 to 12:00, hogs; 12:00 to 4:00 p.m., cattle; 4:00 to 5:00, horses.

You are invited to visit and inspect live stock at any time.

Herd T. B. Accredited since 1930 and will be sold subject to blood test.

This will be a clearing-out sale, as we are leaving the farm. You will have a chance to buy the best horses, cattle and hogs which we have produced in our live stock experience of 28 years.

Herd has been in Dairy Herd Improvement Association work for 12 years.

KOONS & HOCH, Auct.  
J. B. MILLER, Manager.

J. Brady Smith & Son

## River Valley Farm Complete Dispersal Sale

Thursday, February 25, at 10 A. M.

The entire herd of 49 head together with the mules and farm equipment. Everything must be sold.

## 35 Purebred Holstein-Friesians

selected and kept for their producing ability, they are backed by Producers and combine Type with Production.

No. 1, in catalog, EDITH PIETJE SYLVIA, gave 73.3 lb. milk in a day, for three years averaged 14,179 lb. milk, 524.9 lb. butterfat and totalled \$927.38 over feed cost. Her average for three successive years was 3.7%, 3.56% and 3.84%. She has 3 daughters in the herd and is due again March 12th. Her daughter in milk averaged 3.89% her first year, 4.05% last year.

RIVALFA JULIA COLANTHA MAYFLOWER

The purebred Jerseys and the Grades are also high class and the Jersey herdsire, Premier Xenia Prince, is backed by many famous animals.

The C. T. A. records were all made on twice-a-day milking and the animals, given care and feed, will do just as well or better for their new owners.

Cattle are Accredited for T. B. and will be blood tested if the purchaser so desires.

Order of sale: Farm equipment and mules, 10 to 12 a.m. Cattle sale at 12:30 p.m.

Pedigrees, HARVEY RETTEW.

Auctioneer, IRVING HESS.

Farm is located 4½ miles south of Easton on Route 611.

For catalog and other information write

**J. J. SNYDER, River Valley Farm, Easton, Pa.**

**The BREEDER AND DAIRYMAN**

Published in the interest of the breeder and dairyman everywhere.

G. H. TRUCKELL ..... Associate Editor  
 R. A. BALDWIN ..... Associate Editor  
 H. L. FRESE ..... Business Manager  
 W. C. SMITH ..... Field Representative

Subscription price for the United States, \$1 a year, \$2 for three years, payable in advance.

Copy for the publication should be received not later than the 8th of each month preceding date of issue.

FEBRUARY, 1937

**The Milk Industry**

**I**N THIS issue we are beginning a series of articles relating to certain practices which have crept into the milk distributing and the milk manufacturing industry, which to us appear to be unfair and inequitable to the dairy farmer, the consumer of milk and milk products, and to the milk distributors and managers who endeavor to conduct their business honestly.

At the outset we want to make our position very clear to our readers that the statements we make should not be construed to mean or even imply that all who are engaged in the milk distributing and milk manufacturing industry are dishonest in their dealings with the dairy farmer or the consuming public; in fact, we want it distinctly understood that quite the contrary is true.

We wish to be frank in stating that we believe that the average milk distributor and milk manufacturer endeavors to conduct his business honestly. However, we wish to be equally frank in stating that it is our opinion that there is a small group when compared with the total number engaged in the milk manufacturing and milk distributing business, which small group, however, handles a large volume of milk and is indulging in certain practices which to us lends the appearance of being sharp or questionable and which might fall in the category of "racketeering."

As proof that we are not alone in believing that dishonest practices are resorted to by certain groups of milk distributors and milk manufacturers we quote the following from the preamble of the Pennsylvania Milk Control Board Law, and the exact statement or similar statements appear in other preambles of the laws passed by the various state legislatures:

"WHEREAS, Unhealthful, unfair, unjust, destructive, demoralizing and uneconomic trade practices have been and are now carried on in the production, sale, and distribution of milk and milk products in this Commonwealth, etc. . . ."

The practices which we particularly have reference to, appear to have been conceived by clever minds and the provision which makes their application possible is clothed in unsuspecting language. Simple mathematical problems have been made complicated, apparently for no other purpose than to deceive or cloud the issue in question—like the magician who warns his audience in advance that he wouldn't fool them for the world and then proceeds to put over his tricks.

**The Dealers Were Bonded**

**T**HIE importance of farm produce dealers being bonded was recently demonstrated in New Jersey. A New York City firm failed, but on January 12th, representatives of the New Jersey State Department of Agriculture met with eighteen farmer-creditors at Sea Isle City and distributed proceeds of the bond the dealers had filed with the Department. All farmers were paid 100% of their claims.

**New Association Elects Officers**

**A**T THE annual meeting of the Holstein-Friesian Registry Association, Inc., held in the association's offices on Thursday, January 21st, the following officers were elected: Eugene B. Bennett, President; Clyde S. Payne, Edison, Nebraska, 1st Vice-President; W. L. Martin, Manheim, Pa., 2d Vice-President; Kyle M. Alexander, State College, Pa., 3d Vice-President; Howard C. Reynolds, Harrisburg, Pa., Secretary and Treasurer, and Miss Ruth A. Baldwin, Harrisburg, Pa., Executive Secretary and Treasurer.

The directors are: Harry S. Brown, Fairfield, Pa.; George W. Fries, Chambersburg, Pa.; Martin L. Smith, Hagerstown, Md., and Justus A. Johnson, Elm Creek, Nebraska.

Owing to the fact that the fees charged for recording transfers was not in all cases sufficient to cover the actual cost, and further owing to the fact that the association comes under the Social Security Act, it was deemed advisable after thoroughly discussing the matter to increase the transfer fee 25 cents in each class. The new schedule of fees is as follows:

**MEMBERS' FEES***Males or Females*

Filed within 3 months from date of sale ..... \$0.75  
 Filed after 3 months from date of sale ..... 1.25

**NONMEMBERS' FEES***Males or Females*

Filed within 3 months from date of sale ..... \$1.25  
 Filed after 3 months from date of sale ..... 1.75

The above fees with the 25 cents added are much lower than the fees charged by the old association and much lower than the fees charged by other dairy cattle registry associations. It was felt that members of the association, as well as nonmembers, would consider the increase in transfer fee justifiable, knowing the conditions on which the increase in fee was passed.

Breeders who have a supply of applications for registry should bear in mind when sending in their remittance that the transfer fee has been increased; by so doing they will save a lot of unnecessary correspondence until a new supply of transfer applications, carrying the proper fee, has been mailed to them.

With the price and demand for purebred cattle on the increase, members of the association will find it to their advantage to bring their registrations and transfers up to date. It was brought out at the meeting that the breeders who kept their registrations and transfers up to date not only saved substantially 50% in fees but they were always in a position to take advantage of

FEBRUARY, 1937

THE BREEDER AND DAIRYMAN

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making sales because the experienced buyer wants to see the registry certificate and wants to know that the animal he is buying or considering is properly registered.

**Associate Editor on the Mend**

**M**R. G. H. TRUCKELL, your faithful associate editor, who, as reported in our last issue, had just returned from the hospital after a double goiter operation, is doing splendidly, feeling better from day to day and has gained fifteen pounds in weight.

The many letters he received as a result of the notice of his sickness which appeared in the last issue were greatly appreciated and we are taking the liberty of passing this information along without his knowledge and consent as acknowledgment of your letter until it can be answered in person.

**Wallace Reports on Dairying**

**I**NCREASED business activity and fuller employment caused an improvement in the demand for dairy products, while the drought curtailed production. Prices for fluid milk rose and also prices for manufactured dairy products. Butter prices were 100 per cent above the low point of the depression. Consumption of fluid milk and cream, which declined in the early years of the depression, turned upward in 1935 and continued upward in 1936. Markets that had been burdened with surpluses faced temporary shortages. The consumption of ice cream, and also of evaporated

milk and cheese, increased. With prospects good for further improvement in business activity and employment, the dairy industry expected continued improvement in the demand for its products.

It seems probable that the drought, like that of 1934, will have proportionately less net effect on dairy production than on the output of other livestock products. In 1934-35 total milk production per capita was only about 5 per cent below the peak of 1931. Dairy production in 1936-37 will probably be only from 5 to 7 per cent less than it would have been had the weather of 1936 been normal. However, the effects of the drought will be felt in 1937-38 in a reduction in the number of cows on farms and in the number of heifers raised. It is expected that the number on farms will decline in 1937 to a relatively low level, owing to the heavy reduction caused by the drought in the supply of feed.

Between January 1, 1927, and January 1, 1934, the number of milk cows on farms increased 21 per cent. This was much more than the proportionate increase in the human population. In fact, in 1934 the number of cows per capita was the highest in 35 years. From this point the drought of 1934 caused a decline, which continued in 1935. By January 1, 1936, the number of milk cows per capita was about equal to the average for the 30-year period 1900-29.—Report of the Secretary of Agriculture.

The BREEDER AND DAIRYMAN is your paper, it stands for you and your interests. Therefore, support it.

**COMPLETE DISPERSAL SALE****MARCH 16, 1937, at 11 A. M.****50 Head of Accredited Holstein-Friesians**

26 Cows in Milk, 2 Fresh Heifers, 4 First Cali Heifers, Bred Heifers, Heifer Calves and 4 Bulls of Serviceable Age. Just right for herdsires. Also 20 head of Acclimated Horses.

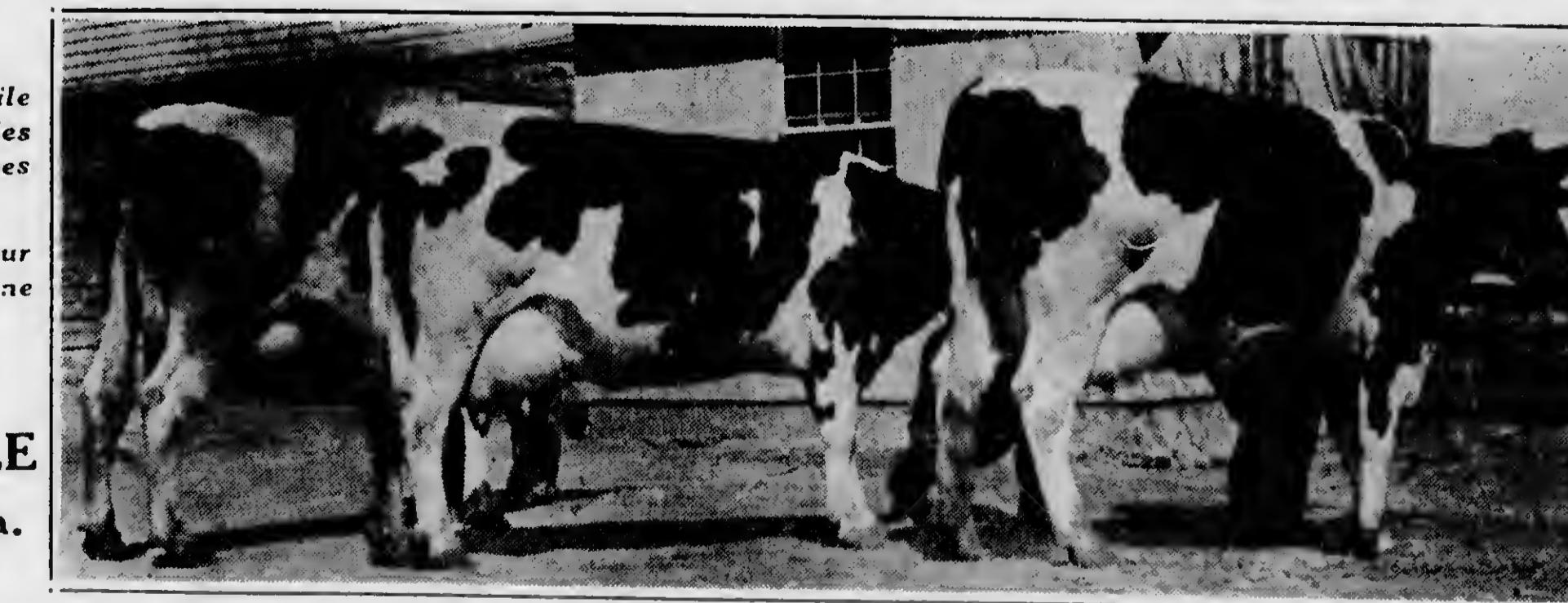
**A FEW OF THE CHOICE CATTLE TO BE OFFERED:**

Blanche Korndyke Pontiac Plus, 11,000 lb. milk, 356 lb. Butterfat in 295 days.  
 Korndyke Gelsche Segis De Kol, 11,667 lb. milk, 418.5 lb. Butterfat in 365 days, 3.6% average.  
 May Overton Sensation, 9,630 lb. milk, 313.6 lb. Butterfat in 242 days. This heifer was born Oct. 28, 1932.  
 De Kol Rubia Butter Girl, 6,374 lb. milk, 188.1 lb. Butterfat in 121 days.  
 Glen Allen Rag Apple Creamelle, 10,627 lb. milk, 380.8 lb. Butterfat, average test 3.6%.

Herd headed by Huntsdale K.P.O.Y. Fair. A show bull just past four years old. First prize three-year-old at the 1936 Cumberland County Dairy Show. He was sired by King Piepe of York 524, a son of a 1,428 lb. cow. He was undefeated Grand Champion everywhere shown in 1931. His dam made over 800 lb. butter, 17,600 lb. milk with a 3.61 test. She was first prize aged cow at the 1931 Cumberland County Dairy Show.

This bull's two nearest dams average in year work 965 lb. butter.

His string of daughters are nice enough to please the most critical buyer.



**PAUL C. GIBBLE**  
Mechanicsburg, Pa.  
Route 1

*The Gibble farm is 1/4 mile north of Route 11, 12 miles west of Harrisburg, 7 miles east of Carlisle.*

*Will be pleased to show our stock at any time to anyone interested.*

### 30 Head of Choice Purebred Holstein Cattle

Herd sire, 13 cows, 5 young bulls, 2 of which are of serviceable age, and 11 heifers from 5 months old to two years.

*Will be sold at the Nipple farm, 6 miles west of Mifflin, Pa., along Route 35.*

TUESDAY, MARCH 16, 1937, at 12 noon

These cows are all young and large, with square udders and a teat on each corner.

Paul Yarland Quality Segis, the herdsire, is just hard to beat. His sire, Paul Yarland Segis Piebe, was a great bull, and Alice Segis Quality, his dam, had good records. This bull has four daughters in production in herd, and is sire of all the young cattle. These daughters are milking heavy and their record will be given on day of sale.

Five cows in herd were sired by Prince Winkje Changeling.

Beauty Winkje Konigen in 92 days made 3,584 lb. milk, 117 lb. fat. She has daughter milking and yearling bull in sale.

Ruth Ormsby Hengerveld 2d with 600 lb. fat records in pedigree. She has a very good looking daughter in sale.

DeKol Pontiac Lady Ona, a three-year-old, made in 48 days 1,962 lb. milk and 60.7 lb. fat. She has Polled son in sale.

All cows in production and five of them fresh.

All cows bred to herdsire. Many of them will freshen in the fall.

Herd accredited and blood tested.

**Will also sell 5 horses and 70 head of hogs, 55 of them purebred Berkshires.**

Elmer Swab, Auctioneer.

**H. E. Nipple, Owner, Walnut, Pa.**

### Out of Their Field

**I**N A CLEVERLY written release sent to newspapers all over the country last week, the Dairymen's League Coöperative Association gave a nice boost to pasteurized milk. The story gave the recipe for a dish which is a favorite of Paul Muni, the man who is the starring actor in the great movie concerning the life of Louis Pasteur. The story mentioned the movie, and added a few lines to indicate that milk pasteurized as it is done in the big city plants is practically the only milk safe to drink.

The Dairymen's League is a coöperative organization dealing with milk in the New York area, and is one of the largest milk coöperatives in the nation. It is true that they handle the milk which goes from the producer to the city distributor, and do not work for the producer-distributor, but even so it hardly seems right to us that they should use coöperative funds to advertise the use of pasteurized milk as against raw milk.—*Exchange.*

### Unit Delivery Costs and Their Allocations

**T**HE figures appear to be set up to show just what the dealer is trying to prove. For example—if he desires to prove that he is losing money in distributing milk then there is a tendency to allocate certain general expense items to the cost of distributing "A" milk or "B" milk, as the case may be, in order to show a reduction in operation or even show a loss.

The Federal Trade Commission in their report to Congress recites specific cases where it would appear that dealers have been manipulating figures.

We will quote one of the many paragraphs which is as follows:

"The allocation of costs to different operations in the milk distributing business involves the problems arising from figuring costs on joint products. Costs can, of course, be so distributed as to show varying results for the several products. One distributor may charge certain items of expense to milk and another charge them to cream, with consequent variations in results. Based on their own methods of allocating indirect expense to individual products, the combined figures of two large Connecticut milk distributors show that in 1932 these companies derived the bulk of their profits from sales of fluid cream. Of total net operating profit amounting to \$197,596, fluid cream representing only 25 per cent of net sales accounted for \$175,964 or about 89 per cent, whereas fluid milk, which represented about 65 per cent of net sales, showed a loss equal to 5.6 per cent of total net operating profits. Buttermilk shows the highest percentage of profit, namely, 50.1 per cent on net sales, as compared with 27.9 per cent for fluid cream, 27 per cent for skim milk, 25.8 per cent for cheese, about 17 per cent for ice cream mix, and approximately 15 per cent for chocolate milk. Sales of fluid milk and butter showed losses of 0.7 per cent and 2.9 per cent, respectively."

The Commission concludes the subject of allocating Unit Delivery costs, as follows:

### Out of Their Field

"Misrepresentation of costs in this manner may react adversely to the interests of not only the producer and consumer, but also the distributor. In view of such conditions it appears desirable that the industry should take under advisement a comprehensive study for the purpose of devising a method that will present the costs logically and with all probable accuracy, so that the criticism now directed toward various accounting practices may be eliminated."

### Protect Milk

**A**VOIDING freezing of milk and cream which will result in serious injury to the quality of these products. Oxidized flavors, separation of the solids, oiling off, mealy textured butter, and difficult sampling for testing are some of the common results of failure to protect milk and cream against freezing.

### Tricky

"Could I have a little money for shopping today, dear?"

"Certainly. Would you rather have an old five or a new one?"

"A new one, of course."

"Well, here's the one—and I'm \$4.00 to the good."

Sell your surplus stock through BREEDER AND DAIRYMAN ads. They cost little and "do the trick."

### Complete Dispersal Sale

March 25, 1937

The undersigned, quitting farming entirely, will sell thirty head of registered Holstein cows, heifers and stock bulls. A partial list is as follows:

**The herdsire, "Farmside King Ormsby."**

**Alberta Alcartra Hartog**, my oldest cow. A very fine type and the mother of several of the younger members of the herd.

**Woodland Schuiling Banostine**, who, as a three-year-old, produced 13,145 lbs. of milk and 616.25 lbs. butter in 339 days on twice-a-day milking.

**Orchard Leigh Midnight Meg**. A seven-year-old and just coming into her own as a producer.

Nine other milk cows all registered and high producers of milk and butterfat.

During the month of January eleven of these produced an average of 48.2 lbs. of milk per cow and averaged 52.0 lbs. butterfat per cow for the month. The average butterfat test for the herd was 3.5 per cent.

Five stock bulls all large enough for service. Three heifers bred to freshen late in the summer. The balance consists of bull and heifer calves ranging in age from three to ten months.

Catalogs will be furnished for the above animals on the day of the sale, or mailed upon request. Also the same day I will sell **three head of mules**. About **twenty head of hogs**. The entire line of **farming implements and household goods**.

*The farm is located eight miles south of Harrisburg, Pa., on Route No. 15. Turn left at Winding Hill. The place of sale is known as the John J. Miller farm.*

Sale starts promptly at 10 o'clock.

Terms will be made known the day of sale.

CHARLES RITTER, Auctioneer. CHRIST MYERS, Clerk.

J. PAUL SHUGART, Pedigree.

**HENRY I. SPERTZEL, Mechanicsburg, Pa.**

### ACCREDITED HERD DISPERSAL

Monday, March 8, 1937  
at 10 o'clock.

### 19 Head of Purebred Holstein Cattle

16 Cows in full flow of milk; some just fresh. About half of these cows are first and second calf heifers. One bull born April 5, 1936, sired by Alcartra Segis King and from a cow that has a 4.1 test.

The foundation sires of this herd: King Alcartra Segis Beauty was the first sire used, being a grandson of the famous \$50,000 bull, King Segis Pontiac Alcartra. More Segis blood was used in the next two sires, Grace Fayne King Segis and Boiling Springs King Tweede Segis.

Many of the cows in the herd were sired by two great bulls, Alcartra Inka King De Kol and Grace Fayne King Segis.

Two of the outstanding foundation cows of this herd were De Kol Segis Perfecto, sired by King Alcartra Segis Beauty and Edna Canary Alcartra, sired by the same bull. There are many outstanding young cows in this herd.

**I will also sell Farm Implements, Hogs and 9 Head of Horses**

**Frank Troutman, Owner**  
Bernville, Pa., R. 3.

### HEILMAN'S FIFTEENTH SPRING SALE

### CUMBERLAND VALLEY'S GREATEST HOLSTEIN SALE OF THE SEASON

At J. Brady Smith's dispersal sale on February 23, 1937, the dairy public will have an opportunity to buy real Holstein foundation stock.

Mr. Smith has had 28 years of breeding experience and 18 years of breeding purebred Holsteins. In this herd of 45 purebred animals you will find real type, and the C. T. A. books show real production.

W

e have not had the pleasure of seeing the horses that Frank and Russell have selected, but knowing their efforts and successes in the past, we are certain that some splendid animals will be on display.

As is customary at the Heilman spring sales, part of the cattle offerings will be cows and heifers recently imported from Canada, and part will consist of animals that have been members of the Heilman herd for months, that will have production records made in this dairy on twice-a-day milking with butterfat tests made by the local C. T. A. tester. These females will be bred to Banostine Dewdrop Pabst, a 1,000 lb. bull whose two nearest dams each averaged over 4% in their yearly work, the dam making a world's record as a three-year-old and increasing her record at her next lactation period.

Refreshment stands and a dining room under the personal supervision of Mrs. Heilman insure that visitors will lack nothing in the way of creature comforts, and all profits will be donated to the Loysville Orphans' Home.

average 13,325 lb. milk and 535 lb. butter—her dam milked 87 lb. per day as a four-year-old; Princess Helena Quality, who has two yearly records of 11,362 lb. milk, 514 lb. butter; Clover Hill Ormsby DeKol Maid with 12,034 lb. milk and 540 lb. butter; Greider Mary Doress Canary, a twin with twin daughters in herd, has record of 12,535 lb. milk and 576 lb. butter with test 3.68%.

Mr. Smith has won an enviable position as a constructive breeder. It is with much regret that he has to disperse the herd. Poor health is the reason of sale.

Mr. Smith not only has been a successful breeder of cattle but has raised some of the finest horses in the valley.

When Mr. Smith moves to Shippensburg, the livestock industry will lose a real good breeder, but he and his wife justly deserve the rest they are looking forward to. I wish to say in conclusion that in company with another very good judge of Holstein cattle I had the pleasure of looking over this herd and I think they are mighty hard to beat.

The doctor surveyed his patient with a critical eye.

"H'm," he muttered, "you confess that you are bad-tempered, eh? I suppose I need not tell you that science has discovered that a bad temper is caused by an ugly little microbe?"

The patient gasped.

"Ssh!" he exclaimed. "For heaven's sake, speak quietly, doctor. She's sitting in the next room."

**THE J. J. SNYDER DISPERSEL**

Visitors to many of the largest Holstein sales held in the east during the past five years know, or know of, Mrs. John J. Snyder, of River Valley Farm, Easton, Pa. She is a good buyer and generous bidder. Few, however, know that she personally cares for or supervises the care of her herd which includes purebred Jerseys as well as Holsteins, the latter predominating. This personal contact has made her a keen judge of a dairy cow and conversant with pedigrees.

The River Valley Farm is located 4½ miles south of Easton, Pa., and the milk from this herd has been bottled and sold in the city. For several years the herd has been enrolled in C. T. A. work, and has made a fine showing. In three years one member, Edith Pietje Sylvia, has produced 42,537 lb. milk, 15,749 lb. butterfat, making \$927.38 above feed cost and averaging 3.7%, 3.50% and 3.84% the three successive years. She has three daughters in the herd, the one in milk making a nice showing, and averaging 3.89% in her first lactation period and 4.05% last year.

In this herd there are a number of heifers sired by King Pietertje Ormsby Piebe Bess 6th, while the present herd sire, King Bessie Ormsby Double 3d, has also daughters and is bred to the cows, and older heifers thus making a double cross of Ormsby and Bessie blood. This bull is backed by many noted producers, animals famous for type as well as production.

The Jerseys and Grades are also high-class and the herdsire is backed by many high record producers. All animals are accredited for T. B. and will be sold subject to the Blood test.

This being a complete dispersal, the sale will include the farm equipment and the mules with which the farm has been operated.

**Hardy, recleaned Alfalfa Seed, \$11.50; Grimm Alfalfa, \$12.90; White Sweet Clover, \$7.50; Red Clover, \$20.00. All 60-pound bushel, truck Concordia. Return seed if not satisfied. Geo. Bowman, Concordia, Kan.**

**PUBLIC SALE ANNOUNCEMENTS  
AND REPORTS**

February 20—Chambersburg, Pa. Paul B. Tarner first sale.  
 February 23—Shippensburg, Pa. J. Brady Smith & Son. Dispersal.  
 February 23—Sinking Springs, R. I. Charles Madenford dispersal. Mules, hogs, machinery, registered Holsteins.  
 February 24—Hershey, Pa. Roy Shenk dispersal. Purebred and Grade Holsteins and Guernseys, mules, machinery.  
 February 25—Easton, Pa. J. J. Snyder. Complete dispersal of River Valley Herd.  
 March 8—Bernville, Pa., R. 3. Frank Troutman dispersal. Purebred Holstein-Friesians.  
 March 11—Womelsdorf, Pa. John Swope dispersal. Purebred Holstein-Friesians.  
 March 13—Cleona, Pa. F. L. Heilman and Son fifteenth annual spring sale. Canadian Holstein-Friesians, horses and hogs.  
 March 16—Palmyra, Pa., near Campbelltown. Edward O'Neal annual spring sale. Seventy Registered Canadian Holstein-Friesians.  
 March 25—Hershey, Pa. Roy and Ira Shenk annual spring sale. Purebred and Grade Holsteins.  
 March 30—Middletown, Pa. C. S. Erb and Co. annual spring sale. Purebred Canadian Holstein-Friesians.  
 March 8—Near Quentin, Pa. John G. Early sale. P. O. address, Lebanon, Pa., R. R. 5.  
 March 12—Near Mt. Joy, Pa. C. S. Frank & Brothers' sale.  
 March 15—Near Hogestown, Pa. Paul C. Gibble herd dispersal. P. O. address Mechanicsburg, Pa., R. R. 1.  
 March 16—Walnut, Pa. H. E. Nipple herd dispersal.  
 March 18—Shippensburg, Pa. J. A. Bard's dispersal.  
 March 19—Duncannon, Pa. M. C. Wood's herd dispersal.  
 March 20—Chambersburg, Pa. Paul B. Tarner, second and final sale.  
 March 23—Taneytown, Maryland. Sauble herd dispersal.  
 March 23—Carlisle, Pa. Geo. L. Snyder. Complete dispersal.  
 March 26—Honey Grove, Pa. H. L. Gray & Son. Dispersal.  
 May 17—Wrightsville, Pa. Royal Brentwood sale. Paul B. Misner, Ellicott, Maryland, Manager.

**NO FEED LIKE FRESH MILK**

There is no feed which promotes more economical and thrifty growth than clean fresh milk. For young calves or foals it may be worth even more, depending upon the quality of the stock to which it is fed. A Cornell report says that an early increase in weight of 100 lb. on a dairy heifer, resulting in greater feeding capacity, may mean an annual increase in milk production of as much as 1,000 lb.

**THE PAUL GIBBLE HERD  
DISPERSEL**

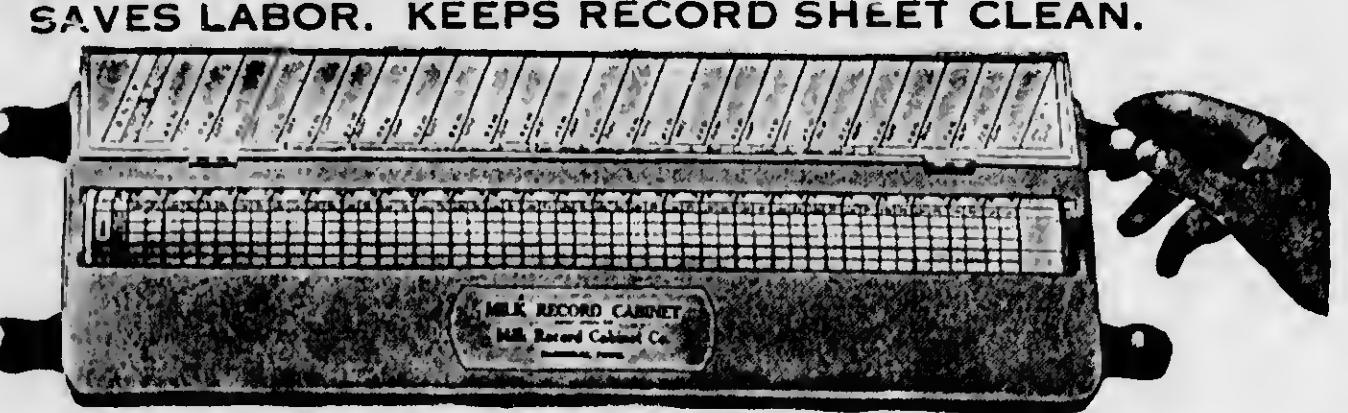
The Paul C. Gibble herd dispersal (advertisement appears elsewhere in this issue) to be held March 16, 1937, includes animals that will please the most critical buyers. It is a herd that has proven its ability as a money maker, as the records from the Second Cumberland County Dairy Herd Improvement Association, of which it is a member, will show.

One of the many outstanding individuals is Glen Allen Rag Apple Creamelle, with a record of 10,627 lb. milk and 380.8 lb. fat, carrying an average test of 3.6% under very poor conditions. She is a daughter of the great prize-winning show bull, Montvieu Rag Apple Netherland, he by Johanna Rag Apple Pabst, who was four times all-American and twice reserve all-American winner, and the sire of some of the greatest individuals known to the breed.

The four-year-old, May Overton Sensation, is another very worthy offering, average 40 lb. milk per day for eight months, making 313.6 lb. fat. In the cow, De Kol Rubio Butter Girl, who in 121 days had 6,374 lb. milk and 188.4 lb. fat, is something that nobody could criticize. Still another is Blanche Korndyke Pontiac Plus, who in 295 days had 11,000 lb. milk and 356 lb. fat. There are many others with very creditable showings.

The Gibble herd is headed by Huntsdale K. P. O. Y. Fair, a show bull just

**MILK RECORD CABINET**  
SAVES LABOR. KEEPS RECORD SHEET CLEAN.



THE Cabinets are simple in construction, easy to operate and should last a lifetime. They are made of heavy sheet steel, plated with Udy-tite, giving them a silver appearance and serving as a protection against rust. They are 2½ inches long, 7 inches wide and 1½ inches deep. Neat in appearance and convenient in size. The Record Sheets are ruled for 25-cow data, three milking dates are made up in duplicate, providing the owner, at the end of each month, with an original and a carbon copy of his herd record. Both sheets are clean, saving the trouble of re-copying the record when a second copy is required. The price of the Cabinet, complete, including a year's supply of Milk Record Sheets, is \$5.50. Postage Extra. Shipping Weight 10 Pounds.

Parcel Post Rates by Zones from Harrisburg, Pa.	
1st and 2nd Miles 150 to 300 Miles 300 to 600 Miles 600 to 1000 Miles 1000 to 1400 Miles 1400 to 1800 Miles Over 1800 Miles	3rd Miles 26c 4th Miles 45c 5th Miles 64c 6th Miles 83c 7th Miles \$1.03 8th Miles \$1.22

Order direct from the  
**MILK RECORD CABINET COMPANY, Harrisburg, Pennsylvania**

past four years old, who took first in his class at Cumberland County Dairy Show in 1936. His two nearest dams average 965 lb. butter. He was sired by King Piebe of York 52d, a son of an 1,128-lb. cow, and grand champion everywhere shown in 1931. His dam made over 800 lb. butter and 17,600 lb. milk, with 3.6% test. She also is a show ring winner, being first prize aged cow at Cumberland County Dairy Show in 1931.

The daughters of this great sire, some of which will be in production by sale time, must be seen to really be appreciated.

The Gibble herd has always been run on a money making basis. It has never been milked more than twice a day, has been pastured during the pasture season; in fact they have never been forced for production, so will go out into other herds, and with reasonable care will do equally as good or better than they have for them.

**ED O'NEAL'S SPRING SALE**

Universally giving satisfaction wherever they go, the purebred, Holstein-Friesians imported from Canada by Edward O'Neal are earning their shipper an enviable reputation as a judge of good dairy cattle. So visitors to the O'Neal sale, to be held Tuesday March 16th, can depend upon seeing animals that combine superior type with producing ability of a high order.

All the offerings are Canadian bred, Mr. O'Neal has not handled any others for several years. This insures that every animal comes from a herd accredited for tuberculosis, that every animal has passed the blood test and that all females in milk have been tested and examined for mastitis and other udder troubles, or, to sum things up, that every precaution thought up by the government's veterinarians has been observed to see that the animals are healthy and likely to remain so no matter where they may go.

A word as to the location of the O'Neal farm where these sales are held. It is just off Route 117 which connects the great traffic highways 5 and 422, joining No. 5 right in the village of Campbelltown and meeting No. 422 at the square in the town of Palmyra. All sales are held in the pavilion built by the O'Neals during the past year.

**THE WOODS' DISPERSEL**

On March 19th a herd of purebred Holsteins, Canadian-bred and from Canadian-raised parents, is to be sold by M. C. Woods, of Duncannon, Pa. In April, 1934, Mr. Woods bought 13 Canadian cows and a bull for foundation stock for a high-class dairy herd. Now, after almost three years, he finds his health failing, competent help hard to obtain, and he feels compelled to sell his stock, much to his regret.

It would be difficult to find a better bunch of cows anywhere in this community. They are large, typy individuals. The foundation stock was originally im-

ported from Canada by Messrs. Erb and Alwine, and they usually bring good ones. These cows have done well for Mr. Woods and have enviable records, while a number of their offspring are in the herd. There are young bulls that good dairymen should purchase for herdsires, and a bunch of beautiful heifers with much dairy promise. In addition the herd contains a number of superior grade Holsteins and Guernseys.

As this is a complete dispersal, a bunch of good hogs will also be offered as well as a half-ton truck. The sale is to start at noon, March 19th, and should attract dairymen from many places as the herd is fully accredited.

The latest biannual Island of Guernsey census showed that there were only 4,482 cattle on the island.

**Edward O'Neal's Spring Sale!**

Tues., March 16, 1937  
at 12 o'clock.

**Seventy-five Purebred Canadian Holstein-Friesians****SIZE**

Included in this lot are Fresh and Close Springers, and Heifer and Bull Calves.

**TYPE**

Sale held under cover.

Blood Tested and T. B. Accredited.

My Farm is located near Campbelltown, near the junction of Highways 5 and 117.

**AND PRODUCTION****53 Cows and Heifers, milk-****ing age. 7 Bulls, serviceable****age. 12 young Heifers and****Bull Calves.****EDWARD O'NEAL**

**PALMYRA, PA.**

R. 2

**35 Fresh Cows. 6 month old****Heifer and Bull Calves.**

You are invited to come  
and see these animals  
at any time.

**J. A. BARD'S DISPERSAL**

Five daughters of the splendidly bred sire, King Oma Crestmont Ormsby, are among the offerings of J. A. Bard's herd, which will be sold March 18th on the Bard farm, three miles south of Shippensburg, Pa. There are 37 head of registered, accredited Holsteins in the herd, and their milk, when delivered at the Hershey plant averaged 3.9% butterfat.

Space forbids individual mention of the good producers comprising the Bard dairy. Former herdsires included the well-known Huntsdale Quality De Kol, a bull of superior individuality from ancestry of great producing ability as well as type that won honors in many show rings. Other sires used were Paul Model Pontiac and Ormsby Quality Sunlight, bulls whose names tell something of their breeding and backing.

In addition to the cattle there will be sold eight horses, some 50 hogs and 28 sheep. Howard Cook will be the auctioneer and Jay B. Miller will manage the sale and draw attention to the many notable animals that appear in the pedigree of this high-class Holstein-Friesian herd.

**JOHN G. EARLY'S DISPERSAL SALE**

Just west of the village of Quentin, Lebanon County, Pa., and not far from the famous iron mines of Cornwall, is the John G. Early farm, the farm lying both sides of Route 5, better known locally as the Horseshoe Pike. This farm is the home of a heavy producing, pure-

bred Holstein dairy, which includes large well-built cows and heifers of choice individuality and great productive ability.

Mr. Early, over a period of years, has imported some splendid young cows from Canada. He is a good, yes, a generous, feeder, his milkers are in good flesh and his heifers are well-grown. On twice-a-day milking marks of 60 lb. daily are given for cow after cow in the milking string.

But the animal that stands closest to the heart of Mr. Early is the very handsome young sire, Rag Apple Philip Hartog, now just little past three years old. John Early thought that this bull was good enough to win at the State Show, and only technicalities prevented the bull being exhibited at Harrisburg in 1935. But the visitors to the sale on March 8th will have an opportunity to judge for themselves.

At this sale you will see sold some of the best-looking young cattle that Juniata County holds, and this is one of the best small herds in the county.

This entire herd will be sold on the above date on account of the farm changing hands.

**YOU CAN GET THEM AT H. E. NIPPLE'S SALE**

If you wish to get some good purebred Holsteins you will have that opportunity March 16th at H. E. Nipple's sale, to be held six miles west of Mifflin, along Route 35.

Mr. Nipple has been breeding purebred Holsteins for 12 years, and his herd consists of 13 cows and 17 young cattle. The foundation females of this herd were Beauty Walker Konigen No. 7456, Beauty Konigen Tehee No. 8099, and Pearl Bess Donsaskia Changling No. 15752. Pearl Donsaskia Changling in 92 days produced 2,429 lb. milk and 95.4 lb.

fat. She was sired by Prince Winkje Changling No. 1786. Five of the cows in this herd were sired by this bull, and four of the cows and all the young cattle were sired by the present herdsire, Paul Yarland Quality Segis No. 6250, he by Paul Yarland Segis Piebe No. 504742.

In the herd is Ruth Ormsby Hengerveld 2d, a nice large cow that shows plenty production. On her sire's side many of the dams have records of 600 lb. fat and her dams' records are just as good. This cow has a splendid yearling heifer in the herd and a bull ready for service.

The dam of Mr. Birchard's new herdsire is Maple Grove Creator Prilly Glista, granddaughter of Pabst Madison Pearl 3d, 822.45 lb. butter in a year.

This is a well-bred young fellow and

Mr. Jones writes that there is no doubt that the results will be satisfactory to

Mr. Birchard.

Mr. A. K. Hummer of Titusville, Pa., obtained the young bull, Maple Grove A. Clever Model Glista also a son of Clever Model Glista. The dam was Maple Grove Mabel Queen Glista, a daughter of the noted Maple Grove Spofford Princess, milk 641.3 lb., butter 27.01 lb. in seven days. This cow was a persistent

breeder giving birth to fourteen living calves. Her grandson can be depended upon to bring the best of results in the good dairy herd owned by Mr. Hummer.

Mr. Jones reports that during the past year the herd at Maple Grove Stock Farm again passes the tests for T. B. and Abortion 100% clean and so still remains Accredited and Negative.

**THAWING FROZEN WATER PIPES**

The middle of a frozen pipe should never be thawed out, because expansion of the water confined by the ice on both sides may burst the pipe, it is explained by Ray W. Carpenter, specialist in agricultural engineering for the University of Maryland Extension Service.

When thawing a water pipe, work toward the water supply, opening a faucet to show when flow starts. When thawing a waste or sewer pipe, work upward from the lower end to permit the water to drain away.

**CATTLEMEN NEED KETCHUM CLINCHER EAR TAGS**

**J. S. PARKER  
SALEM, N.Y.**

**25 Tags, \$1.50      50 Tags, \$2.00  
100 Tags, \$3.50**

*With consecutive numbers. Name or initials of owner on reverse of tag.*

**CLINCHER PUNCHES:** *Japanned, \$1.50; Nickel Plated, \$2.00.*

**BULL RINGS:** *Copper, 2½ inches in diameter, 27c; 3 inch, 30c. Cannon Metal, 3½ inch, will hold any bull, \$1.15.*

**BULL NOSE PUNCH,** *\$1.25. Humane and convenient. Cuts the hole and guides the ring through it.*

*Also Cattle Leaders, Sheep and Hog Tags, Poultry Leg Bands, Tail Holders and Anti-Kickers.*

*Postage paid in U. S. A.  
Order through  
BREEDER & DAIRYMAN,  
Harrisburg, Pa., or  
KETCHUM MANUFACTURING CO.,  
Dept. L., Luzerne, New York.*

**Dairy Herd to Be Sold  
MARCH 18, 1937**

**At 10.00 A. M.**

37 Head of Registered and Accredited high-testing Holsteins. The milk of the herd at the Hershey plant tested 3.9 per cent.

16 Purebred Cows in milk (3 Grade Cows), 2 Bulls of serviceable age, 8 Horses, 50 Hogs, 28 Sheep.

The herd built up from such sires as Paul Model Pontiac No. 1697, Ormsby Quality Sunlight No. 7483, and Huntsdale Quality De Kol No. 48729 HFHB.

Present herdsire: De Kol Quality Pledge 7482, sired by Huntsdale Quality De Kol No. 48729 HFHB 4791 HB; Dam, Nellie Pontiac De Kol Girl No. 648076 HF, 5608 HB.

Five Females offspring of King Oma Crestmont Ormsby.

Foundation cows, Duchess Delray Model 17790, Model Pontiac Orfa Posch 17788.

Orfa Spofford Ormsby 39008, Olga Orfa Quality 26836.

Topsy Quality Champion 26837, Alcartra Pontiac Model 177992, Netherland Korndyke Butter Girl 34385.

Duchess Banstead Model 17791.

This foundation stock has been producing offspring and in the herd there are a number of promising young cows and heifers. This stock will all be sold as I am going out of dairy business. Farm located 3 miles south of Shippensburg, Pa., along P. R. R.

Write for Pedigrees.

HOWARD COOK, Auct. J. B. MILLER, Manager.

**J. A. BARD, Owner  
Shippensburg, Pa., R. D. 3**

**DISPERSAL SALE OF CANADIAN COWS**

**Wednesday, March 19, 1937 — 12 o'clock**

13 Purebred Holstein-Friesian cows.

5 Heifers and 3 young bulls—2 ready for service.

2 Grade Holsteins.

9 Grade Guernseys.

1 Herdsire and hogs, chickens and ½-ton truck.

Herd sire, Count Houwytje Piebe 7692, weighs over 2,000 lb. A handsome sire with plenty production in pedigree.

1. **De Kol Re-Echo**, 207259 CHB, she is by bull of wonderful backing. Bred Dec. 28, 1936.

2. **Mattie D Pontiac**, 175706 CHB. This cow when exhibited and judged was scored "Excellent"; she is mostly white, good size and nice udder. Bred Oct. 10, 1936.

3. **Susie Alcartra Pietje**, 260057 CHB. Her sire is from a many-time Grand Champion Show Bull. Bred Dec. 16, 1936.

4. **Calamity Segis Correct**, 196467 CHB. Mostly white, has wonderful udder. Her dam is granddaughter of noted sire, Correct Change. Bred April 20, 1936.

5. **Faforit Tensen Segis**, 213002 CHB. This cow would be an asset to any dairyman, perfect udder. Bred Sept. 22, 1936.

6. **Snow Belli Toitilla De Kol**, 280332 CHB. A young cow that will develop into a great cow. Bred July 10, 1936.

7. **Annie Segis Keyes**. Bred Sept. 6, 1936.

8. **Lena Posch Segis**. Bred Oct. 7, 1936.

9. **Blanche Queen Mercens (T)**. Bred June 30, 1936.

10. **Fairlea Queen Calamity**. Bred Oct. 27, 1936.

11. **Mildred Toitilla Re-Echo**.

12. **Allie Echo Netherland**.

13. **Rooker Korndyke Alcartra**, whose grand sire had 9 daughters that made from 1,000-1,400 lb. butter in 365 days.

Herd accredited and cows blood tested.

Free lunch served at 11 a.m.

Farm located 3½ miles from Duncannon on hard road leading to Newport.

**M. C. WOODS, Owner  
W. C. Smith, Manager**

**RECENT SALES FROM MAPLE GROVE STOCK FARM**

Recent sales from Maple Grove Stock Farm include that of a very nice young sire, born February 10, 1936 to Mr. Ray R. Birchard, of Cambridge Springs, Pa. This bull was sired by Clever Model Glista, son of the great Glista Coreva, 34.08 lb. butter in 7 days, 13,310.5 lb. milk, 607.93 lb. butter in 305 days on twice-a-day milking.

The dam of Mr. Birchard's new herdsire is Maple Grove Creator Prilly Glista, granddaughter of Pabst Madison Pearl 3d, 822.45 lb. butter in a year.

This is a well-bred young fellow and Mr. Jones writes that there is no doubt that the results will be satisfactory to

Mr. Birchard.

Mr. A. K. Hummer of Titusville, Pa., obtained the young bull, Maple Grove A. Clever Model Glista also a son of Clever Model Glista. The dam was Maple Grove Mabel Queen Glista, a daughter of the noted Maple Grove Spofford Princess, milk 641.3 lb., butter 27.01 lb. in seven days. This cow was a persistent

**Roy L. Shenk Dispersal!**

**Wednesday, February 24, 1937**

**at 11 o'clock A. M.**

I will sell at the former Cyrus Shenk Farm, midway between Hershey and Elizabethtown, ENTIRE Herd of Cattle, Mules and Farm Equipment.

**CONSISTING OF:**

35 HEAD of Purebred and Grade (all blood tested) Holstein cows including fresh, Close Springers and Fall Cows. Many of these cows have milk and butter fat records, and will please any dairyman.

*His dam's record is:  
10½ years—305 days—16,050 lb. milk; 651.8 lb. fat, 4.0 test.  
11½ years—314 days—16,647 lb. milk; 636.1 lb. fat, 3.8 test.*

*(Last record is not yet complete.)  
12 Guernseys including fresh, close springers and Fall cows.*

*Entire herd test 4.0%.*

Purebred Herdsire—**HERSHEY PIETER JOE 10172**—This is an outstanding bull. He is

**Full line of FARM and POTATO EQUIPMENT. HUBER TRACTOR—good as new. HUBER THRESHING MACHINE.**

**Everything must be sold as the farm has been purchased by the Hershey Estates.**



**Roy L. Shenk, Owner, Hershey, Pa.**





## SAUBLE'S DISPERSAL SALE

TUESDAY, MARCH 23, starting at 10:30 A.M.

### SIXTY HEAD of PUREBRED TB and BLOOD TESTED HOLSTEIN CATTLE, all raised on farm except 4 Heifers

22 Cows Milking. 10 Heifers due to freshen soon. 4 Bulls ready for service. 24 Head ranging in age from four months to one year old. 6 Head of Work Horses, and One Percheron Stallion. 3 Poland China Sows with litters. 30 Sheep, and Farm Machinery.

22 Cows sired by *Rolo Japonica Champ*, whose sire was *Rolo Pontiac Fayne*, son of *Rolo Mercena De Kol*, 51.93 lb. butter in a week, one of the great bulls of the breed. Many of these cows are milking ten gallons a day; some are fresh and some are springing. All are bred to the herdsire *U. S. S. H. King De Kol Segis Monarch*,

whose dam is by a good proven son of Dutchland Creamelle Colantha Lad, a noted show bull and long distance sire. The sire of this Sauble Bull is from a 1009 lb. 4-year-old and is by *King Posch Ormsby of Winterthur*, he from a 1306 lb. cow and by the twice all American bull, *Decreamco Calamity Posch*.

#### AMONG THE MANY OUTSTANDING ANIMALS YOU WILL FIND:

**Good Luck Rose**, a 6-year-old, a large cow, has produced 10 gallons of milk per day; there is a wealth of great breeding back of this cow on both sides.

**Good Luck Mary Louise**, born in April, 1931, will be fresh by sale day. A cow that will weigh 1600 lb., a perfect udder, good enough to enter any herd.

**Good Luck Carrie**, born September, 1930. A large cow, a real Rolo cow with a nice square udder.

**Good Luck Edna**, born January, 1930. An outstanding cow whose equal would be hard to find, springing now.

**Good Luck Marie**, born August,

Space forbids describing all these animals, but if you will attend this sale you will see a herd of well grown individuals that carry the best blood of the breed, one of the outstanding herds of the state of Maryland. All freshening and breeding dates given when animals are sold.

**Order of sale: Hogs 10:30 A. M.; Horses 12:00 Noon; Cattle 12:30 P.M.**

Farm located at Taneytown, Md., at junction of Emmitsburg and Gettysburg highways. Sale held under cover if weather is bad.

KOONS, Auctioneer

MILLER, Manager

Catalogs on request, write

**George R. Sauble, Taneytown, Md.**



# The Breeder and Dairymen

Published monthly, except during May and July, by the Benn-Chester Publishing Company, Harrisburg, Pa., \$1.00 a year; 3 years for \$2.00  
Entered as second-class matter, April 8, 1922, at the Post Office at Harrisburg, Pennsylvania, under the Act of March 3, 1879.

VOL. XV

HARRISBURG, PA., MARCH, 1937

No. 3

## "Utilization Plan or Classification Plan"

(CONTINUED FROM PREVIOUS ISSUE.)

**EDITORIAL NOTES.** In our February issue under the above heading we made reference in a general way to certain "Rackets" in the milk industry that were made possible as a result of the application of the "Classification Plan" of paying producers for milk.

It was stated that the large milk companies who conduct a fluid distributing business in conjunction with milk manufacturing and who purchase their milk supply from producers, a part of the supply being delivered directly to their city plant or near-by country plant and a part of the milk being delivered to one or more outlying country plants, were able to purchase their Class 1 Milk at a lower price per hundred under the Classification Plan than their competitors engaged exclusively in the distribution of fluid milk.

It was also stated that a large milk distributor and manufacturer could also purchase his manufacturing milk under the "Classification Plan" at a lower price per hundred than his competitor who engaged exclusively in the milk manufacturing business.

FOR the purpose of illustrating how the "Classification Plan" can be and is being manipulated to the financial detriment of dairy farmers and the enrichment of certain milk companies, let us take a concrete example and follow each transaction through step by step.

Let us assume that the milk dealer which we select sells 800,000 pounds of Class 1 (fluid milk) and 800,000 pounds of Class 2 (fluid cream or manufactured milk) weekly or monthly as the case may be. And further, let us assume that our dealer operates two plants, one plant located in the city which we shall designate as a distributing and manufacturing plant, and a country plant which in this case would be located in a producing area in the 400 to 425 mile zone from the city plant.

By selecting our plants in the above manner, we can apply facts which have been uncovered and made public by the Federal Trade Commission in its report of its investigation of the Philadelphia Milk Marketing Area to support our statements.

Let us further assume that the milk dealer which we select purchased 800,000 pounds of milk from producers who delivered their milk direct to the city plant. Fifty per cent or 400,000 pounds is paid for as Class 1 milk at \$2.88 per hundred and 50% or 400,000 pounds is paid for as Class 2 milk at \$1.79 per hundred. In both cases the price applies to milk containing 3.5 butterfat.

The total amount of money paid producers for 800,000 pounds of milk as above classified would be \$18,680.00, the producers would receive an average price of \$2.33½ per hundred.

At the dealer's country plant located in the 400 to 425 mile zone from the city, our milk dealer also pur-

chases 800,000 pounds of milk, paying his producers for 50% or 400,000 pounds as Class 1 at \$2.24 per hundred, and 50% or 400,000 pounds as Class 2 at \$1.70 per hundred for milk testing 3.5 butterfat.

The above prices to be paid producers under the "Classification Plan" for milk delivered at a country plant located in the 400 to 425 mile zone from Philadelphia are the Pennsylvania Milk Control Board prices now in effect.

The total amount paid producers for the 800,000 pounds of milk purchased at the country plant would be \$15,760.00, or an average price to producers for all their milk of \$1.97 per hundred for milk testing 3.5 butterfat.

After our milk dealer has purchased his milk in the above described manner, paying each of his producers on the basis of 50% as Class 1 milk and 50% as Class 2 milk at each plant and at the prevailing Control Board price, he then proceeds to dispose of the milk he has purchased in the most Logical, Economical and Efficient manner.

In a general way how does a milk dealer dispose of his milk purchased in the above manner?

First—The dealer sells the entire 800,000 pounds of milk which was delivered by producers directly to the city plant as Class 1 milk to supply his Class 1 fluid trade.

Second—The milk dealer utilizes the entire 800,000 pounds of milk which he has received from producers at the distant country plant as Class 2 or manufactured milk. He might separate all of the milk, shipping only cream to his city plant and powdering or condensing the skim milk, a processing which would be necessary if the skim milk was utilized in the manufacture of ice cream; by thus processing the skim milk at the country plant, the dealer would greatly reduce the transportation expense over the distance of 400 miles to dealer's city plant.

Now that our dealer has purchased his milk from producers under the "Classification Plan" and disposes of the milk which he has purchased in the most practical and efficient manner, let us check up and see who receives the benefit, if any, by purchasing milk from producers under the "Classification Plan," and let us see to what extent in dollars and cents the producers or the dealers may have benefited.

First—We have shown that our dealer has purchased 400,000 pounds of milk from his producers which was delivered directly to his city plant and paid for at the Class 2 milk price at \$1.79 per hundred. The dealer later sold this same 400,000 pounds of milk as Class 1

milk, for which he should have paid his producers \$2.88; he has *underpaid* his producers in this instance \$1.09 per hundred on 400,000 pounds of milk, representing a total underpayment of \$4,360.00.

Second—We have shown that our dealer has paid his producers for 400,000 pounds of milk delivered at his country plant, located in the 400 to 425 mile zone as Class 1 milk at \$2.24 per hundred, which the dealer afterwards utilized in Class 2 as fluid cream or manufactured milk. In this case our dealer has *overpaid* his producers under the "Classification Plan" \$0.54 per hundred for 400,000 pounds of milk, or a total of \$2,160.00. In other words, the producers supplying Class 2 or manufacturing milk at our dealer's distant country plant received \$2,160.00 of the \$4,360.00, representing the total amount our dealer *underpaid* his producers who delivered milk to his city plant which was paid for in Class 2, but actually sold in Class 1. Subtracting the \$2,160.00 from the \$4,360.00, the dealer's profit on the transaction at this point is \$2,200.00.

At this point of illustration, the following facts should be perfectly clear to our readers:

First—That producers who have supplied our dealer with all of his Class 1 milk delivered directly at his city plant according to the actual utilization of their milk have been underpaid at the rate of 54½ cents per hundred, amounting to a total of \$4,360.00.

Second—The group of producers that supplied our dealer with milk delivered at his country plant located in the 400 to 425 mile zone have, according to the actual utilization of their milk, been overpaid 27 cents per hundred or a total overpayment of \$2,160.00.

Third—Our dealer has been benefited to the extent of the difference between \$4,360.00 and \$2,160.00, or \$2,200.00.

We stated in the beginning that we would show that our dealer, by purchasing milk from producers under the "Classification Plan" would be able to actually purchase his Class 1 milk and Class 2 milk at a lower price than his competitors would pay who purchased all their milk delivered directly to the city plant and were not in a position to take advantage of juggling milk purchased under the "Classification Plan" at one or a series of country plants.

Our dealer has actually purchased his Class 1 milk at 27½ cents per hundred less than his competitors should pay. This underpayment is arrived at in the following manner:

The dealer purchases all of his Class 1 milk, or 800,000 pounds, at an average price of \$2.33½, representing an underpayment of 54½ cents. However, in order to conceal the underpayment of 54½ cents to one group of farmers it was necessary for the dealer to overpay another group of producers 54 cents per hundred for 400,000 pounds of milk or \$2,160.00 which is equal to 27 cents per hundred on 800,000 pounds of milk. Therefore, the dealer purchased all his Class 1 milk at 27½ cents a hundred below the price he should have paid.

Now that we have shown that our dealer, by manipulating the "Classification Plan" has been able to purchase his Class 1 milk at an average of 27½ cents per hundred below the price his competitor should pay, let us compare the price which this dealer has paid for



## EDGAR PEFFER'S SPRING SALE

ON MARCH 26,

STARTING AT ELEVEN A. M. SHARP

### Fifty Head of High Class Dairy Cattle

#### TWENTY HEAD of PUREBRED HOLSTEIN-FRIESIANS

The offerings will include Pietertje Squinty Colantha, now giving from 50 to 60 lb. daily; Jane Tidy Hartog Balsam, a 50-lb. cow that will be fresh; Marie Falk Colanthus Pride, a 60-lb. cow that will be fresh with a calf by her side; Minnie Johanna Lyons, a great cow whose dam made over 60 lb. butterfat in C. T. A.; and others of equal quality.

There will be four bulls, high class herdsires, one is a son of PABST CRUSADER from a 17,000 lb. 3.8% cow. Another is Barney Duke Tweede, a two-year-old, from Artis Tweede Korndyke.

The balance of the offerings are GRADES selected for heavy production and high test.

Milk from my dairy delivered to the creamery has averaged from 3.6% to 3.8% butterfat.

Be sure and come early. Will sell machinery promptly at eleven o'clock, to be followed by HOGS (100 head), then CATTLE, with HORSES last.

Auctioneer: FRED MYERS.

TERMS: Four per cent off for cash. Nine months time on bankable notes with good security.

Free delivery within 50 miles. Will deliver within a 100-mile radius if two or more animals go in the same neighborhood.

*My farm is one-half mile from Route 174 and within a mile of Churchtown. (Allen, post office.)*

EDGAR PEFFER  
MECHANICSBURG, CUMBERLAND COUNTY, PA., R. 1

Class 2 milk with respect to the price his competitor, who is engaged exclusively in the milk manufacturing business, is required to pay for Class 2 milk.

In the producing area included in the 400 to 425 mile zone from the Philadelphia Milk Marketing Area, the marketing area in which we have laid our "PLOT," are located several milk plants. Among them are milk plants engaged exclusively in the manufacturing of condensed milk. The price fixed by the Pennsylvania Milk Control Board order to be paid producers for Class 2 milk by a condensed milk plant is \$1.79 per hundred.

Our distributor-manufacturer who has a country plant located in that area has been favored in respect to the price he pays his producers in that the Milk Control Board order permits our dealer to deduct 9 cents per hundred from the Class 2 Milk price of \$1.79 to cover at least in part the transportation expense on milk products to our distributor-manufacturer city plant.

We wish to state at this point that it has been a universal custom which has grown up with the milk manufacturing business for milk manufacturers to build and operate their own plants at their own expense.

The large milk distributing and manufacturing companies, particularly those companies that are owned or controlled by holding companies which have sprung into existence with the past two decades, have inaugurated the custom of deducting certain sums from their producers' Class 1 milk prices to pay interest and depreciation on the money they have invested in country plants including country plant operating expense.

These same large companies have also inaugurated the practice of deducting transportation expense from the producers' Class 1 milk price in sufficient sums to pay transportation on milk from the country plant to the city plant. By deducting transportation at the less than carload rates which is the higher rate and shipping the milk in tank cars, which is the lower rate, they have been able to transport large quantities of manufactured milk to their city plants at the producers' expense.

In order to lay the foundation which enables these dealers to deduct country plant expense and transportation expense on Class 1 Milk at each country plant, the "Classification Plan" of paying producers for milk purchased at each plant is being used, regardless of how the milk is later ultimately utilized.

The application of the "Classification Plan" is merely a method of bookkeeping whereby the dealer is able to juggle the COUNTRY PLANT EXPENSE and the TRANSPORTATION EXPENSE which results in an underpayment to Producers and therefore increases the dealer's spread or margin of profit. This plan has no relation to the manner followed by the milk dealers in utilizing the milk thus purchased.

For example, by underpaying a group of producers in one area and passing a part or all of the underpayment along to producers in another area in the form of an increase in price, the dealer can conduct a price war and force his competitors out of business in that area.

After competitors have been forced out of business, the producers in that area may be paid a lower price

which they will be forced to accept as they have no other place to dispose of their milk. Specific examples can be cited for such price wars have been conducted at the producer's expense.

In our illustration we have used one distributing plant located in the distributing area and one country plant located more than 400 miles from the city distributing plant.

Large milk distributing companies that operate a series of country plants at various distances from their city distributing plant, and who handle an annual volume of milk, in some instances amounting to 150,000 million pounds or more annually, are able to derive large sums of money as a result of underpayment to their farmers as we have shown in our illustration where a dealer handling a small volume of milk has been able to profit to the extent of \$2,200.00 by manipulating the "Classification Plan."

By applying the "Classification Plan" in the purchasing of milk from producers, the large distributors have been able to defeat in a great measure the efforts of State and Federal Milk Control regulatory bodies. Milk Control Board regulations for the most part have been formulated in such a manner that they have not only perpetuated the "Classification Plan," but they have legalized in some cases the very "RACKETS" which the law was intended to correct.

In our next issue we will include milk statements and other facts to prove that dairy farmers under the "Classification Plan" are actually receiving less than nothing for a portion of their milk.

## DISPERSAL SALE

### 25--Purebred Holstein-Friesians--25

March 26, at 1 o'clock

#### 23 Head of Milking Age

Dewdrop, Johanna, Ormsby and Abbekerke breeding. All 6 years of age or younger, nearly all 1st and 2d calf heifers, mostly fresh; 2 July cows, 2 fall cows. Good individuals with nice square udders and good producers.

I am reserving the calves but you can see them, also the herdsire:

GENERAL POSCH KING  
(Born March 24, 1935)

His dam is from a Gold Medal cow with three 700 lb. butter records. His sire was from another Gold Medal cow with 855 lb. at 13 years. She has a Gold Medal daughter and was from a 1,030 lb. cow that has 3 Gold Medal daughters.

This is a well-grown herd and is healthy, no reactors for 3 years. Individual Health Charts, Registry and Transfer Certificates will be furnished.

Will also sell 125 hogs, 15 sheep and 4 mules.

Auctioneers—Kline and Hess. Pedigrees—Rettew.

#### CLARENCE ROYER

Farm near Buffalo Springs, 7 miles south of Lebanon on road from Cornwall to Shaefferstown, Pa.

**THE BREEDER AND DAIRYMAN**

Published in the interest of the breeder and dairyman everywhere.

G. H. TRUCKELL ..... Associate Editor  
 R. A. BALDWIN ..... Associate Editor  
 H. L. FREESE ..... Business Manager  
 W. C. SMITH ..... Field Representative

Subscription price for the United States, \$1 a year, \$2 for three years, payable in advance.

Copy for the publication should be received not later than the 8th of each month preceding date of issue.

MARCH, 1937

**Pennsylvania Courts Decide Against Filled Milk**

**O**F GREAT importance to dairymen of Pennsylvania is the opinion handed down March 8 in the Dauphin County Court by President Judge William M. Hargest to the effect that the State law prohibiting the sale, in Pennsylvania, of evaporated milk containing fats or oils other than butterfat, is constitutional.

In conformance with the opinion, Judge Hargest dismissed the suit started by the Carolene Products Company, of Grand Rapids, Michigan and Litchfield, Illinois, to enjoin the State Bureau of Foods and Chemistry from prosecuting dealers in the State who are selling Carolene products.

Filled milk is a combination of skim milk and coconut oil, evaporated to the consistency of evaporated milk and usually sold in 14½ ounce cans, the same as evaporated milk.

Filled milk was outlawed in Pennsylvania in 1923 and about the same time this product fell under the ban of the Federal government. Manufacturers of filled milk have within the last year or two started a drive to again put this product on the market. They attacked the constitutionality of the Wisconsin state law on this subject and won a decision in the Wisconsin courts, and followed this up by winning cases in the courts of Michigan and Nebraska. The Supreme Court of the United States will be asked for a final decision.

The extraction from milk of butterfat and then adding to the residue oils whether made from cotton seed, coconuts or copra, or soy beans, is the substitution of an inferior product for one of superior nutritive value. To our mind, the substitution of such oils for butterfat is very much like counterfeiting real money.

**Proven Sires Not Always Good**

**I**N THE last proven sire list sent out by the United States Dairy Bureau, 700 bulls are listed: of this number 375 decreased production, that is, the daughters of such bulls produced less than their dams did at equivalent ages. It has been stated for a long time that of the dairy sires in service one-third increased production; one-third decreased production and the production of the daughters of the other one-third average about the same as their dams. The new

report gives an even worse showing and brings out the importance of obtaining the right herdsire, one that is able to transmit producing ability.

It is the opinion of many students of breeding that the practice of using sons of cows with large "forced records" is the reason why so many bulls prove a disappointment as herdsires. When buying a bull study not only the records of his dams but also the conditions under which they were made, "forcing" or practical dairying.

**Farm Property Needed**

**L**ONG neglected depreciation of farm homes and buildings has piled up a need for \$665,000,000 worth of repair, replacement and modernization annually for the next thirty years if the national farm plant is to be maintained in workable shape, according to P. A. Andrews, Johns-Manville vice-president in charge of building materials.

He also predicts an extensive revival of rural construction during 1937, basing his forecast on the additional facts that there are more farmers in the United States today than at any previous time in history, that the number of farms increased 9 per cent between 1930 and 1935, that a larger proportion of the farm population is staying at home than in the pre-depression era, and that agricultural income is expected to be at least as great this year as in 1936 or 1935.

**Monthly Milk Sales Report**

**D**AILEDY average sales of fluid milk in January increased 2.52 per cent from December, according to the monthly report from 133 leading markets to the Milk Industry Foundation.

January daily average sales totaled 6,167,000 quarts compared with 6,016,486 quarts in December.

Employment and payrolls in reporting milk companies showed little change from December. Both fractionally decreased. Employment was down .04 per cent and payrolls down .09 per cent.

Milk production per farm increased over December during the month.

**Constant Improvement**

**T**HE management of Grand View Farms are continually making improvements at their sale stables and Messrs. H. K. Alwine and C. S. Erb seem determined to leave nothing undone that will insure the comfort, as well as the safety, of both the visitors and the animals sold in their series of great sales. The latest innovation planned is to build a kitchen and dining room in connection with the sale stables so that visitors may stay under cover all the day, if they wish, and not go hungry. Those who are acquainted with the methods in which Messrs. Alwine and Erb do business will feel assured that the new restaurant will be on a par with the other features that are making the Middletown sales stables a rendezvous for prospective purchasers of livestock.

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**THE WOMAN'S PAGE**

By M. L.

**French Toast Sandwiches With Jam**

**I**F YOU have a young son or daughter who likes to help in the kitchen, you will surely wish to remember the opportunities which French toast sandwiches afford. Children always enjoy sandwiches, and when youngsters are permitted to prepare a few for themselves, they seem to appreciate them more than ever. French toast sandwiches are so easy to make that any child can prepare them.

Those who entertain at breakfast will find the French toast sandwiches a fitting answer to the ever present question, "What shall I serve?" The possibilities are really unlimited in this new and attractive sandwich which will fit into your breakfast, luncheon or supper menus, equally as well as the afternoon or evening snack.

The ingredients necessary for its preparation are such old standbys that your pantry shelves will undoubtedly hold them ready before you ever check the recipe.

The return appearance of this taste treat on your menus will call for variety and this can easily be accomplished by varying the flavor and type of topping used. Fruit preserves, jams and jellies are available at all grocers in unlimited variety, so you should have no difficulty in using different types of spreads for this sandwich.

Treat your friends and family to this delightfully different sandwich that can truly be called delectable.

**INDIAN CURRY SAUCE**

1 cup finely chopped onion  
 3 ounces butter  
 1 tablespoon curry powder  
 1½ pints light cream  
 1 cup meat broth  
 2 tablespoons chutney, chopped fine

Smother onions in butter until yellow. Add the curry powder and stir continually for a few minutes. Add the broth and boil for 10 minutes. Add the cream, boil 20 minutes and then strain. Add 1 teaspoon salt and a drop of lemon juice. The chutney is stirred in just before serving. This makes one quart of sauce.

**DEMPSIE STEAK SAUCE**

The advantage of this sauce is not only in its tang, but in the fact that it will keep indefinitely in the ice box.

½ cup vinegar  
 4 ounces butter  
 1 cup catsup  
 Few drops tabasco  
 ½ tablespoon salt  
 ½ tablespoon white pepper  
 ½ lemon sliced  
 1 small pad garlic, chopped fine  
 1 medium onion, chopped fine  
 ½ cup olive oil  
 1 tablespoon prepared mustard

Mix all ingredients together, boil for 15 minutes on a slow fire and strain.

In a small town the chief constable was also an expert veterinary surgeon.

One night the telephone bell rang and the chief constable's wife answered it.

"Is that you, Mr. Jones?" asked an agitated voice.

"Do you want my husband in his capacity as vet. or chief constable?" asked the wife.

"Both," came the reply. "We can't get our bulldog to open his mouth and there's a burglar in it."

The reason there are so many dyspeptics in America

## PUBLIC SALE ANNOUNCEMENTS AND REPORTS

March 12—Near Mt. Joy, Pa. C. S. Frank & Brothers' sale.  
 March 15—Near Hogestown, Pa. Paul C. Gibble herd dispersal. P. O. address Mechanicsburg, Pa., R. R. I.  
 March 16—Walnut, Pa. H. E. Nipple herd dispersal.  
 March 16—Palmyra, Pa., near Campbelltown. Edward O'Neal annual spring sale. Seventy Registered Canadian Holstein-Friesians.  
 March 18—Hamburg, Pa. Dr. K. D. Werley Estate. Herd dispersal.  
 March 18—Shippensburg, Pa. J. A. Bard's dispersal.  
 March 19—Duncannon, Pa. M. C. Wood's herd dispersal.  
 March 20—Chambersburg, Pa. Paul B. Turner, second and final sale.  
 March 20—Aspers, Pa. F. W. Weigle, registered Holsteins, hogs and mules.  
 March 23—Taneytown, Maryland. Sauble herd dispersal.  
 March 23—Carlisle, Pa. Geo. L. Snyder. Complete dispersal.  
 March 24—Near Carlisle, Pa. Samuel U. Lear's complete dispersal.  
 March 25—Centre Hall, Pa. W. F. Bradford.  
 March 25—Hershey, Pa. Roy and Ira Shenk annual spring sale. Purebred and Grade Holsteins.  
 March 26—Honey Grove, Pa. H. I. Gray & Son. Dispersal.  
 March 26—Near Buffalo Springs, Lebanon County, Pa. Clarence Royer's dispersal. Purebred Holsteins, hogs, sheep and mules.  
 March 26—Near Mechanicsburg, Pa. Edgar Peffer's sale.  
 March 27—Duncannon, Pa. Luther M. Keck.  
 March 30—Newark Valley, N. Y. Fred A. Blewer Estate. Herd Dispersal.  
 March 30—Middletown, Pa. Grand View Farms annual spring sale: 300 head: 100 Canadian Holstein-Friesians.  
 March 30—Middletown, Pa. C. S. Erb and Co. annual spring sale. Purebred Canadian Holstein-Friesians.  
 April 5—Chambersburg, Pa. George W. Fries, dispersal.  
 April 7—Near Carlisle, Pa. Fred C. Lehman. Herd dispersal.  
 April 22—Cicero, N. Y. Consignment sale. E. M. Hastings, Mgr., Pilaski, N. Y.  
 May 17—Wrightsville, Pa. Royal Brentwood sale. Paul B. Misner, Ellicott, Maryland, Manager.

### BREEDS OF DAIRY CATTLE

Friends of the Brown Swiss breed claim that it is the oldest true breed of cattle in existence, that from it has been developed the breeds known as Jersey, Guernsey and Milking Shorthorn. They are probably wrong; all the breeds we know now have a mixed origin. For instance, it seems certain that animals of the breed Americans call Holstein-Friesians, were shipped to England when the Durham or Shorthorn breed was being formed as we to-day know it, and that other animals were shipped about the same time from England to Holland, Denmark and ports of Germany where now the black and white breed is prevalent.

### REAL BREEDER'S HERD

All the animals in the Purebred Holstein-Friesian herd of Luther M. Keck, of Duncannon, Perry County, Pa., were raised on Mr. Keck's farm, with exception of one or two foundation animals, so that this is a real breeder's herd.

The Keck herd is fully accredited for freedom for T. B. and is negative to the blood test. Last year at the local creamery the milk of this dairy herd averaged 3.75% butterfat, certainly a very creditable showing. Good blood lines are represented in the pedigrees of the Keck animals. The charts show descendants of Marathon Bess Burke, Piebe Laura Ollie Homestead King, Pioneer Snow Kordyke and other sires as well and favorably known to students of Holstein-Friesian cattle breeding.

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As Mr. Keck is desirous of leaving the farming business, his herd, other livestock, farming implements, etc., will be offered for sale Saturday, March 27. At the same time his farm of 76 acres will also be put up at auction. Fred Myers will be the auctioneer.

Those planning to attend this sale should write Mr. Luther M. Keck for catalog.

### ED PEFFER WILL HOLD SALE

One of the leading farmers in Cumberland County is Edgar Peffer, who lives near Mechanicsburg, Pa. Mr. Peffer has won many prizes for potatoes and corn growing and he is just as good a dairyman as he is a farmer. Mr. Peffer, who has not been active in the cattle sale business for the last year or two, will stage a sale of dairy cattle, hogs and horses on March 26th.

About 50 head of cattle will be offered of which four are bulls, 15 are Purebred Holstein-Friesians and the balance are grades which have been selected from the standpoint of producing and good testing. At the creamery the milk of the Peffer dairy has averaged 3.6% to 3.8% butterfat and several of the cows average over 4%. The advertisement appearing in this issue will give more information regarding the offerings.

The terms Mr. Peffer offers prospective customers are certainly attractive. He will deliver free within a 50-mile radius and will deliver within a 100-mile radius if two or more animals go in the same neighborhood. For cash a discount of 4% will be given and if the customer does not wish to pay for the animals and will give a bankable note with approved security, nine months time will be given.

The Peffer farm is located one mile from the village of Churchtown, or Allen, as the post office there is called. From

Mechanicsburg or Carlisle follow Route No. 641 until Route No. 174 is reached, the Peffer farm lying just a half mile from this road.

### A USEFUL BOOKLET

"How to Make Cheese on the Farm and in the Home," is the subject of a 24-page booklet published by Chr. Hansen's Laboratory, Inc., of Little Falls, N. Y. The booklet is well illustrated and the directions for making different kinds of cheese are plain and explicit. The article on American cheese was written by Professor Kenneth M. Renner, head of the Department of Dairy Manufactures of the Texas Technological College. Skim milk, cheese, and sweet curd cottage cheese are also covered in this publication which can be obtained free on request to the laboratory. This booklet should be in the hands of every dairy farmer.

### MILD WEATHER AIDS MILK PRODUCTION

Total milk production at the beginning of the year is running about 2% larger than a year ago, even though the number of milk cows on farms is 2 or 3% less, the Bureau of Agricultural Economics reported in its January review of the dairy situation.

Mild fall weather and the fact that farmers are milking a rather higher percentage than usual of the cows in their herds probably account largely for the sustained output of milk.

Production of the principal manufactured dairy products during the fall months was substantially larger than a year previous. The movement of these products into consuming channels, on the other hand, has been somewhat smaller. Stocks have not shown the usual decrease. Current storage holdings of butter on January 1st amounted to 61

### MUST HAVE GOOD DIGESTION

The people of the United States consume annually 150 billion pounds of food, 20 billion board feet of lumber and 2½ billion pounds of cotton and wool materials.—*Maryland Extension Service News*.

Importation and planting of red clover was urged upon the American colonists by Lord Baltimore, William Penn, Benjamin Franklin, Robert Turner and George Washington.

## PUBLIC SALE Saturday, MARCH 27, 1937

The undersigned, intending to quit farming, will sell the following at his residence in Penn Township, Perry County, Pa., 1½ miles west of Duncannon on the Dillsville road:



23—Head of Holstein-Friesian Cattle—23  
22 Purebreds, 1 Grade

They include 9 head of milk cows, 8 bred heifers, 1 purebred bull (2 years old) from a 4% cow, 3 young heifers, 2 young bulls.

These cattle have all been raised by me. The foundation animals of this herd were selected from outstanding herds noted for high milk production and high test. My average test for the year from the creamery is 3.75%. This herd is fully ACCREDITED AND BLOOD TESTED. Their type and individuality is bound to please you and they have the kind of udders you look for.

The sale includes a span of black mules, 8 years old, both leaders and good workers; a bay horse rising 9 years old, good off-side worker; a complete line of farm implements including, grain drill, mower, hay rake, plows, harrows, wagon, harness, gears, milk cans, etc. At the same time and place I will offer my 76-acre farm for sale.

Sale starts at 12 o'clock noon when terms will be made known.

FRED MYERS, Auctioneer. R. E. OWEN, Clerk.

For catalogs write:

LUTHER M. KECK, Duncannon, Penna.

## ACCREDITED FOR SALE HOLSTEIN - FRIESIAN BULL, born September 14, 1936

SIRE: Pabst King Segis Prilly Pearl, he out of a good daughter of Creator, with 822.45 lb. butter in 365 days.

DAM: Maple Grove Julia Model Glista, milk, 8,918 lb.; butterfat, 345.3 lb.

This is a nice, thrifty, well-marked calf.

Price, \$55

Maple Grove Stock Farm  
Centerville, Crawford County, Pa., R. 4.

FRANK JONES, MANAGER

HERD ACCREDITED AND NEGATIVE

## COMPLETE DISPERSAL SALE

MARCH 25, 1937

The undersigned, quitting farming entirely, will sell 30 head of REGISTERED HOLSTEIN COWS, HEIFERS and STOCK BULLS.

Except the foundation animals I have raised all my stock. The herdsire, FARMSIDE KING ORMSBY, is from a cow that has four consecutive records averaging 13,000 lb. milk, 467 lb. FAT, average test 3.6%.

Our January average was 48.2 lb. milk, 52 lb. butterfat, average test 3.5%, 45.2 butterfat, average test 3.5%. Individual cows averaged 3.5%, 3.7%, 3.8%, 4%, 4.1%, and 4.3%.

In addition to the cows are 5 bulls, ready for service; 3 heifers, bred to freshen late in the summer. The balance are bull and heifer calves from 3 to 10 months old.

Will also sell 3 MULES, about 20 HOGS and entire line of FARMING IMPLEMENTS and HOUSEHOLD GOODS.

The farm is located eight miles south of Harrisburg, Pa., on Route No. 15. Turn left at Winding Hill, coming from Carlisle turn right. The place of sale is known as the John I. Miller farm. Sale starts promptly at 10 o'clock. Terms will be made known the day of sale.

CHARLES RITTER, Auctioneer.

CHRIST MYERS, Clerk.



The catalogs are now ready—write HENRY I. SPERTZEL, Mechanicsburg, Pa. R. D.

J. PAUL SHUGART, Pedigrees.

**A GOOD LIST TO KNOW**

Licensed commission merchants of New York State are required by law to post bonds ranging from \$3,000 to \$10,000 with the State Department of Agriculture and Markets, in order to insure payments for New York State produce. The list of licensed and bonded commission merchants was revised July 1, 1936, and is free on request to the Department, State Office Building, Albany, New York.

The old saying, "A farmer's work is never done," should now be amended to read in the past tense. A survey of 250 farms in four typical farming communities reveals that, exclusive of Sundays and holidays, the average farmer apportions his day as follows: Field work, 7.8 hours; chores, 1.5 hours; sleep, 8.2 hours; leisure, 4.2 hours; meals, 2.3 hours.

**IF** you would like Heavy Milkers that are Sound and Healthy, let me know your needs.

**W. A. EBERTS**

Few Acre Farm Lehighton, Pa.

**SECOND HERDSIRE FROM  
MAPLE GROVE STOCK  
FARM**

E. J. Erdice, of Jamestown, N. Y., has headed his herd with a very nice young bull, born last June, a son of PABST KING SEGIS PRILLY PEARL from MAPLE GROVE ANN CLEVER GLISTA.

This is the second young sire selected by Mr. Erdice from the Maple Grove Stock Farm. The two bulls have very similar blood lines both being sons of PABST KING SEGIS PRILLY PEARL and both from daughters of CLEVER MODEL GLISTA, thus combining in the closest degree the blood of the sires that have headed the Maple Grove herd for many years.

The purebred Holstein herd of the Maple Grove Stock Farm, numbering around 100 animals, is accredited for T. B. and is negative to the blood test. This establishment is under the management of Frank Jones, brother to Mr. Charles Jones, the owner. Frank Jones and his family reside on the farm and personally care for the dairy and do the greater part of the farm work.

**ROYER DAIRY TO BE SOLD**

Clarence Royer, who lives near Buffalo Springs, Pa., has a well-earned reputation in Lebanon County for being a good farmer and cattleman. On a small farm he has developed a nice herd of purebred Holsteins that combine individuality with production.

The herdsire is General Posch King, just two years old at the present time. His dam, Ourvilia Pontiac Johanna, is from a Gold Medal cow that has three different years produced 700 lb. of butter and she in turn is from a 700 lb. cow. The Royer bull was sired by General Tensen Posch, whose dam at 13 years old

produced 855 lb. butter in a year, with over 21,000 lb. milk. She has three good daughters, one of which is also a Gold Medal cow and she was from Colantha Posch Wayne, credited with producing 1,030 lb. butter in a year, a cow that has three daughters each of which were classed "Gold Medal" by the inspectors of the Canadian Registry Association.

The Royer herd are young, none over six years of age and the herd is healthy, having no reactors in three years. The animals have been grown well and are in good condition. In addition to his cattle Mr. Royer will sell on March 26th, 125 hogs, some sheep and mules.

**HOME RAISED AND HEALTHY**

A home-raised, blood-tested and accredited herd of purebred Holstein-Friesian cattle will be offered prospective purchasers March 23d, when the George L. Snyder herd is offered for sale on the Snyder Farm three miles southeast of Carlisle, Pa.

The Snyder herd has been enrolled in C. T. A. work for several years and have made very creditable production records.

The Snyder herdsire is from a cow that has made several good production records with an average test of 4.04% fat. Her dam is a cow with nine consecutive records that total 96,232 lb. milk, 3,705.5 lb. butterfat, her average test for the nine years being 3.7%. The great-granddam of the Snyder bull has 21 direct descendants to the female line.

*Why locomotives are called "she."* Because they wear jackets with yokes, pins, shields and stays. They have aprons and laps, too. Not only do they have shoes but they sport pumps and even hose while they drag trains behind them. They also attract attention with puffs and muffers and sometimes they refuse to work. At such times they need to be switched. They need guiding and require a man to feed them. They all smoke, and are much steadier when they are hooked up.

**GO SLOW ON HAY CHOPPING**

Within the past few years there has been much advice to the effect that farmers chop hay when storing it for dairy feed. T. E. Woodward and J. B. Shepherd, of the Federal Bureau of Dairy Industry, warn farmers that chopped hay is likely to heat excessively in storage and therefore is likely to lose more of its green color, carotene content and even dry matter.

"Did you ever hear anything so perfectly stunning?" asked the daughter as she turned the radio on to a new jazz tune.

"No," replied the father. "The nearest thing I ever heard to it was when a train loaded with empty milk cans had a collision with another train that was loaded with live ducks."

Tell our advertisers where you saw their ad.

**C. M. HESS**

**Auctioneer**

**SELLS ANYTHING**

**But Specializes in**

**HOLSTEIN-FRIESIANS**

*Terms Reasonable — 26 Years' Experience*  
**Write or wire, Lock Box 3577**

**North Hill Station, Akron, Ohio**

**TRAIN THE HORNS OF YOUR ANIMALS  
WITH THE MEARNS HORN TRAINER****SCIENTIFIC HORN TRAINERS**

*Covers every spread of horn from 20 1/4 inches down to 6 inches*  
The Trainers will work either way, drawing the horns closer together or spreading them wider. Will last a lifetime. Any one can operate them.  
The Trainers are made in three size openings:

One inch for Thin Horns, tapering up to 1/4", height 1 1/8".  
Inch and a quarter for Average Horns, tapering to 1/4", 2 1/4" height.

Inch and three quarters, for HEAVY BLUNT HORNS, particularly young bulls' stubby horns, tapering to 1/4", 2 1/4" height.

*Price per pair, any size you desire:  
Chromium finish, \$6.50; Nickel finish, \$6.50; Bronze finish, \$4.50  
Order today from*

**H. I. MEARNS** Larchmont, Newtown Square, Penna.

**JACOB S. BRILL**

Jacob S. Brill, veteran Holstein-Friesian breeder of Poughquag, Dutchess County, New York, passed on March 7, 1937. For some time Mr. Brill had suffered from heart trouble, although he was confined to his bed just about a week.

For many years Mr. Brill was actively engaged in breeding Holstein-Friesian cattle. The famous sire of former days, Lord Netherland De Kol, will always be associated in the minds of older Holstein-Friesian breeders with the names of Jacob S. Brill and his brother, the late E. C. Brill.

Mr. Brill was of a genial disposition and had a wide acquaintance among Holstein-Friesian cattle breeders who will join us in sympathizing with Mrs. Brill and the family in their great loss.

**C. J. LORD**

At his home in Olympia, Washington, on February 12, occurred the death of C. J. Lord, the son in the firm of B. B. Lord & Son, Sinclairville, N. Y., pioneer importers of Purebred Holstein-Friesian cattle from Holland. In 1885 Mr. Lord personally selected an importation of Holstein-Friesian cattle, including the famous foundation cow, De Kol 2nd, then a yearling. Her dam, De Kol, was also in the shipment.

Mr. Lord, who was 73 years old at the time of his death, made his home in Washington in the early 90's. He went into the banking business there and in 1903 was President of the Western States Banking Association.

**DR. K. D. WERLEY**

On December 8, 1936, at his home at Hamburg, Pa., occurred the death of Dr. K. D. Werley, a former veterinarian, who for many years was an extensive dealer in cattle and horses. The last few years Dr. Werley became actively interested in politics. He was widely known and his many friends regret his passing and sympathize with his family.

**THE HEILMAN SALE PAVILION**

Before this issue of THE BREEDER AND DAIRYMAN reaches its readers Heilman and Son's 15th annual spring sale will have been staged in the sale pavilion erected last summer for this purpose. This building is 150 feet long and 50 feet wide and the walls are of cement block. The building runs East and West and in the center of the long walls are big double doors, which permit the building to be quickly emptied should any emergency occur. On the east end of the building is another door large enough to permit animals to be led through it. The sale ring is on the western end and reaches from the wall to the center doors. It is planned to erect permanent "bleachers," or seats which can be swung up to the roof out of the way. The emptied room can be used for the storage of farm machinery and Russell Heilman says it is the finest place to keep dry cows, young

cattle or even mules, with a minimum of labor. The sales of last fall were held in this pavilion and the experience gained in them is being used in increasing the comfort of the visitors to the 15th annual and future sales. For one thing a sounding board will be placed over the auctioneer's stand which will help to throw the voices of the auctioneers and pedigree men to the farther end of the sales ring. The eastern end of the building is intended to house cattle and horses, permanent feed racks extend from the eastern wall to the big center doors. These racks are so placed so as to provide a wide alley which is used for a runway when horses are being sold.

**FEDERAL MILK REGULATIONS**

Milk must be protected at every stage from contamination with filth. Scrupulous cleanliness of person, barns, cows, containers, equipment, and surroundings is one of the most important factors in the production of milk and cheese worthy of consumer approval.

Containers and utensils of all kinds used in connection with milking and transportation of milk and those used in the manufacture and storage of cheese must be of such construction as to permit thorough cleansing and insure effective protection against entry of dust, dirt, flies and other insects, rats, mice and other animals, and any foreign material.

Cleansing should immediately follow the emptying of the particular container or the use of the particular equipment. The maintenance of the cleanliness and protection from dirt and filth of empty containers or equipment not in use must be insured.

Milk must be immediately cooled and kept cool. This applies to every step in its storage and transportation. Methods and devices that are practicable for the purpose will vary under different circumstances.

Where but one delivery per day is made, night and morning milk should be kept in separate containers. All milk received at the factory should be carefully inspected by the cheese maker before acceptance.

The use of filtering or straining devices does not correct bad conditions where manure or other filth has been incorporated, since a large part of this material may go into solution. Consequently, it is imperative that proper precautions be taken during milking.

**FEED GRINDING**

A handy addition to the library of the dairy farmer is Circular 286, issued by the College of Agriculture, Madison, Wisconsin. This 16-page booklet is entitled "Feed Grinding" and attempts to tell what feed to use, why, when and how fine it should be ground. It was compiled by G. Bohstedt, who is well known to Wisconsin dairymen.

From this publication we learn that, "The cost of chopping or grinding roughage in various tests throughout the country has ranged from \$1.00 to \$2.50 or more a ton, with an average around \$2.00

**COMPLETE  
DISPERSAL****20 Holstein - Friesian  
Cattle**

T. B. Certificate 326288  
Bang's Certificate 2404

**Tuesday, March 23, 1937**

Located 3 miles Southeast of Carlisle. 1 mile off the road leading to Mt. Holly.

**Sale starts** Cattle to be sold at 10 A. M. at 1 P. M.

9 FINE COWS with good type and high production. All have very good records, and are on test at this time.

5 BRED HEIFERS. 1 HEIFER CALF.

4 YOUNG BULLS just coming into service.

1 FINE HERDSIRE, wonderfully bred, his great grand dam has 21 direct descendants. His grand dam has 9 consecutive records totaling 96,232 lbs. milk, 3705.5 fat, 3.7%. His dam has several good records with an average of 4.04%. A full sister tested 5%, first test after freshening.

Write for sale card and information

**GEO. L. SNYDER, Owner**  
Carlisle, Penna., R. 6.

**F**OR years I have translated and prepared Holstein-Friesian literature to be distributed in South American countries. I have also had much experience in corresponding with breeders in those countries who have purchased animals from the United States. I now offer my assistance and cooperation to breeders who desire to get in touch with the promising and profitable South American market.

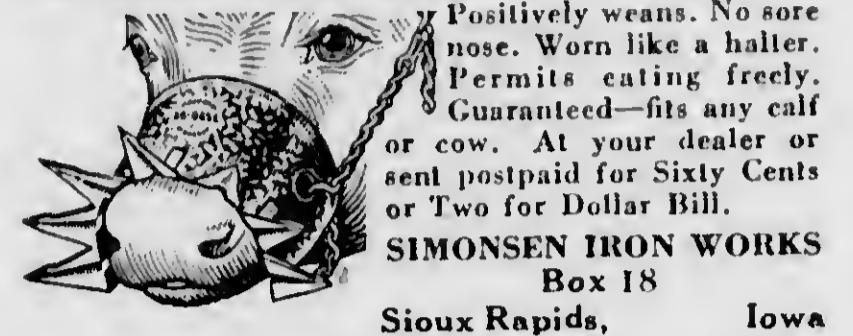
**RALPH E. MORETON**  
102 MAIN ST., BRATTLEBORO, VT.

a ton for chopping hay with machinery in common use on farms in the Middle West.

"A prevalent commercial charge for grinding grain is 8 to 10 cents per 100 pounds or \$1.60 to \$2.00 a ton. The actual cost of grinding increases rapidly as a high degree of fineness is reached."

**FEED REQUIREMENTS**

A 12,000 lb. dairy cow producing 40 lb. of milk, averaging 3.5% butterfat, will require monthly 360 lb. of mixed hay, 1,080 lb. silage and 345 lb. of properly balanced grain mixture. Records of the New York Dairy Herd Improvement Association indicate that the yearly requirements of a cow are 22½ hundredweight of grain; 2.4 tons of silage and 1½ tons of hay in addition to grass consumed during the pasture season.

**So-Boss Calf and Cow Weaner**

Positively weans. No sore nose. Worn like halter. Permits eating freely. Guarantee—fits any calf or cow. At your dealer or sent postpaid for Sixty Cents or Two for Dollar Bill.

**SIMONSEN IRON WORKS**  
Box 18  
Sioux Rapids, Iowa

**THIS NOTICE  
IS WORTH 50c**

Clip and return it with 50c cash, money order or stamps for an All-About-Texas trial subscription to our rural home journal, together with your own name and address and that of some relative or friend and both of you will be sent our paper one year each. If you prefer, send copy for 25-word classified ad and it will be run once on trial for you in lieu of the other subscription. Send to-day to

**FLETCHER'S FARMING,**  
Hondo, Texas

**YOUNG FARMERS!**

A NEW, full sized, interesting, monthly Future Farmer magazine. Only national magazine for farm boys. Contains loads of thrilling stories, articles, F F A features, rural scouting, hobbies, pictures and illustrations galore. You'll say it's the best magazine you ever read. Only 50c per year, \$1 for 3 years. Sample copy 10c

**AMERICAN FARM YOUTH**  
DANVILLE ♦ ILLINOIS

**MILK RECORD CABINET**  
SAVES LABOR. KEEPS RECORD SHEET CLEAN.



**THE Cabinets are simple in construction, easy to operate and should last a lifetime. They are made of heavy sheet steel, plated with Udylite, giving them a silver appearance and serving as a protection against rust. They are 2½ inches long, 7 inches wide and 1½ inches deep. Neat in appearance and convenient in size. The Record Sheets are ruled for a 25-cow dairy, three milkings daily, are made up in duplicate, providing the owner, at the end of each month, with an original and a carbon copy of his herd record. Both sheets are clean, saving the trouble of re-copying the record when a second copy is required. The price of the Cabinet, complete, including a year's supply of Milk Record Sheets, is \$5.50. Postage Extra—Shipping Weight 10 Pounds.**

**Parcel Post Rates by Zones from Harrisburg, Pa.**

1st and 2nd 3rd 4th 5th 6th 7th 8th  
Up to 150 Miles 150 to 300 Miles 300 to 600 Miles 600 to 1000 Miles 1000 to 1400 Miles 1400 to 1800 Miles Over 1800 Miles  
16c 26c 45c 64c 83c \$1.03 \$1.22

**Order direct from the**

**MILK RECORD CABINET COMPANY, Harrisburg, Pennsylvania**

it is all used in Sauble's Inn of which Mr. Sauble is proprietor. As many as 700 people eat at the Sauble Inn on a Sunday.

To feed such a crowd it is necessary to slaughter every weekend from 500 to 700 chickens. On Sundays it is possible to see at this Inn automobiles bearing licenses of as many as seven different states. For 13 years the churches of the community have been holding their banquets at this Inn, and many other organizations banquet here.

At present along with his own farm he is operating a rented farm which he must vacate April 1st, and for this reason he has a modern barn, his cattle are all comfortably housed, and you notice their contentment. He has been a breeder of dairy cattle for 30 years and a breeder of purebred Holsteins for 15 years.

Twenty-two years ago he purchased 200 acres of the 300-acre farm for \$100 per acre on which he lives now. He is the father of two boys and one girl, the boys are associated in the business and the daughter is wife of a minister in Pittsburgh. About 15 years ago Mr. Sauble bought his first purebreds from Dennison of Baltimore and one of the offspring from this buy is still in the herd. Later he went to Michigan and bought seven cows, 10 heifers and a bull. Their offspring predominates in the herd. When it became necessary to buy another sire he went to Charles Wertheimer of Frederick, Md., and purchased a Rolo Pontiac Fayne bull. The get from this sire was gratifying, they being typy and heavy producers.

In 1928 Mr. Sauble found it necessary to reduce his herd and had a reduction sale. Six different breeders in that locality bought foundation stock at this sale and have built up very good herds that they are well pleased with.

The present herdsire was bought at the Soldier's Home in Washington, and is a real show bull. I have seen many bulls on exhibition and believe this one would not be out of place among them. Mr. Sauble's aim in breeding was type and production and he has scored a hit. For eight years the product of this dairy was distributed in Taneytown, but now

The sire used the past few years, Farm-side King Ormsby, is by a Lenroc-Jemima bull and from a dam that has four consecutive records that average 13,000 lb. milk and 584 lb. butter, with an average test of 3.6%. He is siring offspring that look as good as the best, and really must be seen to be appreciated.

Space will not permit mention of the many outstanding animals in this herd, in fact they are all outstanding both for type and production. The latter show by the fact that in January this herd of 11 head averaged 48.2 lb. milk per cow, per day, and 52.0 lb. fat per cow for the month, testing 3.5%. In February they averaged 46.0 lb. milk per cow, per day and 45.2 lb. fat per cow for the month, testing 3.5%.

J. P. S.

Pennsylvania Farm Population increased 118,000 in the five years from April 1, 1930, to January 1, 1935.

**GOOD STOCK IN GRAY AND SON'S SALE**

At the H. I. Gray and Son sale, to be held on their Laurel Run Farm near Honey Grove, Juniata County, Pa., March 26, 1937, the dairy public will have an opportunity to buy some splendid young purebred Holstein-Friesian cattle. The herd has been accredited since 1923, and in C. T. A. since 1919.

Back in 1918 to start a purebred herd Mr. Gray bought K. P. A. P. Rachel Pieterje with a record in 298 days of 18,163 milk and 648 fat. He gave \$300 for her and he says she was cheapest cow he ever bought. This cow has granddaughters in the herd that are doing very good. One, "Jane" made 16,266 milk, 497 fat. He also bought the bull, Tidy Abbeker Prince 13th, to head the herd. With this start and by using such sires as D. C. D. P. Prince, Blaeres Ormsby Cornucopia Lad, Blaeres Juniata Ormsby, Ormsby Pietje Pontiac King and Friend Piebe Pontiac, the present sire, he has built up a truly great herd. The cows in production now were nearly all sired by Blaeres Ormsby Cornucopia Lad 13th.

With the cows in this dairy producing from 450 lb. to almost 600 lb. fat, Mr. Gray can justly be proud of the herd and their achievements. Gray and Son have exhibited at the Juniata County Fair repeatedly and won many prizes and championships. Laurel Run Myrtle Pietje, born Feb. 21, 1936, sired by Ormsby Pietje Pontiac King, dam—Laurel Run Myrtle, won second place in a class for

heifers four months and under one year and first place in yearlings class. This heifer was shown in classy company such as Lauxmont, Landis and Robertson. Owing to the fact that Laurel Run Farm contains only 135 acres of tillable land Gray and Son find that they have 35 more cattle than they can handle, so they are going to sell them on the aforesaid date. This is a splendid herd to select from as they have plenty of type and their records show production.

Mr. Gray and Son invite the Holstein public to visit their farm and inspect this herd. Personally, I think it would be time well spent.

W. C. SMITH.

**FRED LEHMAN'S OFFERINGS**

Nearly every one in Cumberland County connected with dairying knows Fred C. Lehman, whose farm is about seven miles west of Carlisle, Pa. Mr. Lehman's herd has been accredited since 1922 and is now headed by Greider Ormsby King, whose dam, Princess W. Pontiac, produced 11,411 lb. milk in a lactation period and averaged 4.1% butterfat. In the month of February the Lehman dairy averaged 3.95% butterfat and it is generally reported that there are more high testers in this herd than in any other small herd in the Cumberland Valley.

Lehman's sale is to be held April 7, 1937, at 1:00 o'clock, and will include the dam of the herdsire, a two year old that has given over 10,000 lb. milk and the grand old cow, Cedar Holme Daisy Beauty, that produced 12,000 lb. milk with

a 4% fat average. There are four daughters and four granddaughters of this great cow in the herd. A circular describing the animals will be mailed on request by Fred C. Lehman, Carlisle, Pa., R. 3.

**SEEK TEETH FOR FOOD LAWS**

The weapon of the injunction is to be asked from the present legislature by the Department of Agriculture, which claims it is the only effective weapon against the habitual food law violator.

A number of bills and amendments to be introduced during the session for the department will contain provisions empowering the attorney general to bring injunction proceedings to restrain food manufacturers and dealers from continuing offenses against the food laws.

"Foods frauds are so profitable to the perpetrator, that he gladly pays the fines and costs imposed upon him, and as the laws stand our agents can do nothing except collect new evidence and bring more prosecutions."

"The department is interested in protecting the food supply of the State, not in arresting people. The injunction seems to be the only certain protection."

Mr. Pe Wee—My fiancée's father seems to think she's marrying a fool, but he's wrong.

Miss Pert—Why? Are you going to break the engagement?—Philadelphia Bulletin.

**DISPERSAL SALE**

**Wednesday, April 7, 1937**

**20 Head Registered Holstein Cattle**

Herd fully accredited since 1922.

Herd sire: Greider Ormsby King. Born Feb. 27, 1936. His dam has 14,411 lb. milk, 746 lb. butter in a year and an average 4.1% fat.

**10 head in milk and balance are heifers.**

Some of the cows to be sold are—

Cedar Holme Daisy Beauty, over 12,000 lb. milk with an average of 4% fat. Four of her daughters and four granddaughters.

Princess W. Pontiac, with 14,411 lb. milk, with an average of 4.1% fat. She is dam of the herdsire.

A two-year-old with over 10,000 lb. milk. Six fresh or near at time of sale.

There are more high testers in this herd than any other small herd in the Cumberland Valley. In February this herd in test averaged 3.95% fat.

Pedigrees and records by

J. Paul Shughart, Tester. George Fry, Auctioneer.

Some home raised shoats; 100 Plymouth Rock pullets, some good corn silage and milk cans.

Farm is located 7 miles west of Carlisle, Pa. Sale will start at 1 o'clock. Write for circular describing each animal, to

**Fred C. Lehman, Carlisle, Pa., R. 3**

**PUBLIC SALE**

**Friday, March 26, at 12 o'clock**

**35 Registered Holstein-Friesians**

**20 COWS, 15 YEARLINGS AND CALVES**

6 first calf heifers. All cows in herd now are bred to Friend Piebe Pontiac. 2 young bulls from dams that produced almost 500 lb. fat. Accredited and Blood tested.

Cows now in herd sired by Blaeres Ormsby Cornucopia Lad and will be bred to Friend Piebe Pontiac.

Herd in C. T. A. since 1919 and records show that cows now in herd are producing from 400 to 600 lb. fat. C. T. A. records show:

Rose Emma Pontiac Ormsby, milk 13,113 lb., fat 464 lb.

Lady Jane Ormsby, milk 16,266 lb., fat 468 lb.

Laurel Run Ormsby Rag Apple, milk 14,268 lb., fat 468 lb., and a two-year-old daughter with 10,000 lb. milk and 380 lb. fat.

Laurel Run Pontiac Ormsby, milk 11,802 lb., fat 410 lb.

Laurel Run Prilly Abbeker, milk 13,338 lb., fat 429 lb.

Balance of herd have just as good records.

Elmer C. Swab, Auctioneer.

J. B. MILLER, Salesmanager.

**H. I. GRAY & SON, Owners**

Farm located at Honey Grove, Juniata County, Pa.

**CUMBERLAND VALLEY'S HIGH-  
EST TESTING HOLSTEIN HERD  
TO BE COMPLETELY  
DISPERSED**

At S. U. Lear's dispersal sale on March 24, the dairy public will have an opportunity to buy high testing Holstein foundation stock. This dairy has had an average test at the milk plant of 4% for the past several years. Not only that, but animals that have been sold out of the herd have always left their mark of around 4%, either for the individual females sold or by daughters of sires from this herd.

The herd now consists of 17 cows in milk including 11 first and second calf heifers and is producing over 500 lb. a day at the present time with a goodly number due to freshen in July and August.

Some very high class sires were used to build up this herd, such as Rags Rolo Payne, who is from a high record daughter of Rolo Pontiac Payne, the world's record bull whose dam made 51.93 lb. butter. Also Echo Pabst Crusader Duke, who was by a son of Pabst Crusader, 19 tested daughters, 12 of which produced 600-897 lb. butter.

The present herdsire, Ormsby Pontiac Piebe Beets, a show bull and sire of show ring winners, was sired by King Piebe of York 65th, a bull that has won many championships and whose daughters are doing exceptionally good in C. T. A. He is from a 623 lb., three year old. His dam has three consecutive C. T. A. records at three, four, and five years of age,

that average 520 lb. butter on twice-a-day milking.

Mr. Lear's herd has been looked upon as the outstanding herd in the valley by his fellow county breeders, many of them using sires from his herd to build up their herds. There has always been ready sale for all surplus stock from the herd, in fact Mr. Lear states he has sent away many prospective buyers that offered him very handsome prices for his stock.

The herd is fully accredited for tuberculosis and is Bangs tested, never having a reactor to the latter.

Everything, including the dairy herd and equipment, two heavy brood mares, and full line of farm machinery will be sold as Mr. Lear is quitting farming. Cumberland County will surely miss him at the present time with a goodly number due to freshen in July and August.

The reporter was sent to write up a Sunday-school picnic. Next day the editor called him to his desk.

"Look here, what do you mean by this? Among the most beautiful girls was Horatio Lucian Dingley." Why, you crazy idiot! Old Dingley isn't a girl—and besides he's one of our principal stockholders."

"I can't help that," returned the realistic reporter. "That's where he was."

**COMING SHENK SALE**

Ira L. Shenk and Roy L. Shenk will stage their annual spring sale on their farm, near Hershey, Pa., on March 25. The offerings will consist of Purebred and Grade Holsteins of the usual high Shenk quality. The Shenk Brothers during the past few years have specialized in Wisconsin bred cattle, both Purebred and Grades. These cattle are from accredited herds, are blood tested and usually tested for mastitis. Western dairymen do not receive as high a price for their milk as do dairymen located in Pennsylvania and near-by eastern states. To pay taxes and meet other expenses

**FREE!**  
A sample copy of  
**The American Ruralist**  
A new Farm and Rural  
up-to-date paper  
Advertising rates, \$1.25 per inch  
Classified ads, 2c a word  
If you want results give us a try-  
out. Results will surprise you.  
**The American Ruralist**  
Box 59, Richmond, Ind.

**COMPLETE DISPERSAL SALE**

Wednesday, March 24, at 12 o'clock noon

**24-Head Purebred Holstein Cattle--24**

**T. B. Accredited and Blood Tested**

Herd consists of 9 daughters milking up to 75 lb. a day, of Rags Rolo Payne 529320, who is from a high record daughter of the world's record bull "Rolo Pontiac Payne" with two daughters over 1,000 lb. butter, and whose dam made 51.93 lb. butter, milking over 100 lb. a day.

Also 7 daughters milking up to 55 lb. a day as 2-year-olds, and 2 not in milk of Echo Pabst Crusader Duke 659213. He is by a son of Pabst Crusader, a son of a 36 lb. cow. His dam carries better than a 4% test.

Present Herdsire: Ormsby Pontiac Piebe Beets 703174—just past 2 years old. A show bull whose 3 daughters in sale are show ring winners. He was sired by King Piebe of York 65th. A show bull from a 623 lb. 3-year-old. His dam has 3 consecutive records at 3-4-5 years old that average 520 lb. My average test at milk plant has been around 4% for past several years.

Will also sell 3 horses; 2 of which are brood mares weighing 1,600 lb. Also full line of farming implements. Everything will be sold as I am quitting farming.

MEYERS & GUTSHALL  
Auctioneers

J. PAUL SHUGART  
Pedigree

S. U. LEAR, Carlisle, Pa.

Farm located along cement road leading from Carlisle to Boiling Springs.

**Annual  
Spring  
Sale!**

**THURSDAY,  
MARCH 25,  
AT 11 O'CLOCK**



on our Farm

Midway between Hershey and Elizabethtown, Pa.

**125-Head of Livestock--125**

**75 Head of Dairy Cows**

Consisting of 40 Blood-Tested, Accredited Dairy Cows, including Purebred and Grade Holsteins; Purebred and Grade Guernseys including some good 1st and 2nd calf Heifers, mostly fresh or close Springers. A few Fall cows.

**30 Head of Accredited and Area Tested  
Purebreds and Grades. 5 Stock Bulls.**

A lot of Shoots; Brood Sows; Poultry; 30 Tons of Baled Hay; Corn, and Butcher's Equipment.

If in Need of a Good Typy Dairy Cow Don't Miss This Sale

**IRA AND ROY SHENK**

MARCH, 1937

THE BREEDER AND DAIRYMAN

47

**A LINEBRED "ORMSBY" HERD**

On his farm near Chambersburg, Franklin County, Pa., George W. Fries, by careful selection and culling has developed a line bred ORMSBY herd that year after year has increased in production and test. He has developed GOOD LUCK SUSIE PIEBE, one of the outstanding cows in the valley, she milked 19,004 lb. and made 860 lb. butter in a year on a twice-a-day milking.

George Fries is a director of the Holstein-Friesian Registry Association, Inc., and is now serving his second term. For fourteen years he has been a breeder of Purebred Holsteins and in his present

was Mr. Fries' close friend and constant adviser in selection of the foundation stock and developing this herd. Mr. Miller has often said that KING ONA CRESTMONT ORMSBY was the greatest proven sire in southern Penna.

The Fries' herd will be dispersed at public auction on April 5. Mr. Fries regrets that he must disperse this herd, but due to his many business activities he is compelled to discontinue the dairy business.

**HOME RAISED**

Pennsylvania has very few farmer raised herds the equal of the one owned by F. W. Weigle, of Aspers, Adams County, Penna." Good judges who recently examined this herd give us this information.

Mr. Weigle raised his own herdsire, Echo Schuiling Refina, and still has the dam of this bull, Abbekerk Refina. She is a daughter of Boiling Springs Refina De Kol. Refina, Abbekerk, and Schuiling blood predominate in the pedigrees of Mr. Weigle's cattle.

The herd contains 50 head, of which 40 are Purebred Holstein-Friesians. There are 25 cows in milk, with 9 springing heifers.

Letters received at this office say that these heifers are just the kind with which to start a herd and that the cows are well grown and nicely marked, carrying large udders with the teats in the right places. This fully accredited herd will be dispersed at public auction Saturday, March



KING ONA CRESTMONT ORMSBY  
The great foundation sire of the Fries' herd.

herd has intensified the blood of the great transmitting sire KING ONA CRESTMONT ORMSBY, whose daughters on twice-a-day milking have produced up to 500 lb. butter in a year, their milk testing close to 4%.

The late S. R. Miller, one of the pioneer breeders of Holsteins in the state, To pay taxes and meet other expenses

20, on the Weigle farm, which lies four miles southeast of Biglerville and one mile west of Heidlersburg, Pa.

Hardy, recleaned Alfalfa Seed, \$11.50; Grimm Alfalfa, \$12.90; White Sweet Clover, \$7.50; Red Clover, \$20.00. All 50-pound bushel, track Concordia. Return seed if not satisfied. Geo. Bowman, Concordia, Kan.

**CATTLEMEN NEED  
KETCHUM CLINCHER  
EAR TAGS**



25 Tags, \$1.50 50 Tags, \$2.00

100 Tags, \$3.50

With consecutive numbers. Name or initials of owner on reverse of tag.

CLINCHER PUNCHES: Japanned, \$1.50; Nickel Plated, \$2.00.

BULL RINGS: Copper, 2 1/2 inches in diameter, 27c; 3 inch, 30c. Cannon Metal, 3 1/2 inch, will hold any bull, \$1.15.

BULL NOSE PUNCH, \$1.25. Humane and convenient. Cuts the hole and guides the ring through it.

Also Cattle Leaders, Sheep and Hog Tags, Poultry Leg Bands, Tail Holders and Anti-Kickers.

Postage paid in U. S. A.  
Order through  
**BREEDER & DAIRYMAN,**  
Harrisburg, Pa., or  
**KETCHUM MANUFACTURING CO.,**  
Dept. L., Luzerne, New York.

**F. W. WEIGLE'S PUBLIC SALE  
50 HEAD OF DAIRY CATTLE**

**40 Purebred Registered Holsteins**

25 Cows in milk, 9 springing Heifers. Balance are calves up to year old and Grade Cows. 25 Hogs, one pair of good Mules, also a lot of Household Goods.

**Saturday, March 20, at 11 A. M.**

Reference Sire—Silver Spring Gano Schuiling. He has a 30-lb. dam and a 2-year-old sister with 892 lb. butter.

Herd sire—Echo Schuiling Refina, born June 15, 1935. Sired by Reference Sire.

Abbekerk Refina, born May 19, 1929. Will be fresh by sale day. She was by Boiling Springs Refina De Kol, whose ancestors produced on an average of 10,890 lb. milk, 3.9% test. Her dam by King Augie Segis. This cow is dam of Herdsire.

Abbekerk Beets Homestead, born April 15, 1931. Freshened February 20, 1937. This cow has Segis, Pontiac, Ormsby, Kordyke and Refina blood with records back of her up to 1,200 lb. butter.

Also Schuiling De Young Echo, born July 1, 1934. Bred Dec. 31, 1936, to Reference Sire, a promising heifer; Duchess Johanna Malinda, born April 30, 1930. Fresh September 1, 1936. Bred November 1936. She carries Segis, Pontiac and Piebe of York blood; Kordyke Beets Refina, born March 30, 1931. Due in February, a granddaughter of Boiling Springs Refina De Kol; Abbekerk Beets Refina, born April 2, 1931. Fresh August 20, 1936. Bred November 25, 1936; Grace Beets Refina, born April 7, 1931. Due about sale time; Posch Grace Johanna, born July 1933. Bred September, 1936; Violet Schuiling Gano, born July, 1934. Bred November, 1936; Beets Big Spring Gano, born April; two young bulls ready for service.

Space forbids mentioning all the good young cows, and it is hard to convey an idea of their quality in this ad. These cows are nicely marked, well grown, with large udders and teats at right place. The 9 springing heifers are just the kind to start a herd with. You must see them in order to get an idea of their worth. Pennsylvania has very few farmer raised herds their equal.

Don't miss this opportunity to get good Holsteins. All animals eligible to enter accredited herds. Chart with each animal. Farm located along Route 234, 4 miles S. E. Biglerville and 1 mile west of Heidlersburg.

SLAYBAUGH & SON, Auctioneers J. B. MILLER, Manager  
F. W. WEIGLE, Owner, ASPERS, PA.

**George W. Fries' Public Sale**

Monday, April 5, 1937, at 12 o'clock

**37 Head of Accredited and Registered Holsteins**

Intending to quit the dairy business I will sell my entire milking herd at my farm 6 miles northwest of Chambersburg, Pa., on Route 333.

**18 HEAD OF COWS IN MILK.**

4 BREED HEIFERS. 3 BULLS—old enough for service. Balance are young cattle.

11 of these cows are by KING ONA CRESTMONT ORMSBY.

He has 42 daughters with C. T. A. records that show an increase of 23% over their dams at the same age. His dam made 1,271 lb. butter. His sire, KING ONA, the \$10,000 bull, is one of the leading present-day sires, each of his 3 nearest dams have produced 3 daughters with 1,000 lb. butter. King Ona's dam made 1,345 lb. butter.

These cattle have all been raised on this farm and have good C. T. A. records or are from dams with records up to 19,004 lb. milk and 860 lb. butter. This herd led the Franklin County Cow Testing Association, and is one of the best in the Cumberland Valley.

Sold subject to Blood Test.

WENGERT, Auctioneer.

J. B. MILLER, Manager.

Write for catalog.

**GEORGE W. FRIES, Owner  
CHAMBERSBURG, PA.**



A SALE SCENE AT GRAND VIEW FARMS

**C. S. ERB & COMPANY'S  
6th ANNUAL ALL DAY AND ALL NIGHT SPRING SALE  
AT MIDDLETOWN, PENNA., ON TUESDAY, MARCH 30.**

*Starting promptly at 9 o'clock A. M., and to continue until all are sold.*

**365 HEAD OF LIVESTOCK**

**175 Head of Canadian Registered Accredited and Blood-Tested Holsteins,  
as follows:**

105 COWS and 1st CALF HEIFERS, MANY WITH RECORDS.

65 HEAD of WEANED HEIFER and BULL CALVES from above cows, 4 to 8 weeks old and  
as good a lot as we ever sold.

5 EXTRA GOOD CANADIAN BULLS ready for service.

Dutchlands, Dewdrops, Abbekerks, Jemimas, Snows, Mercedes, Alcartras, Sylvias, Poschs, Keyes, Ormsbys, Rag Apples, and many other noted strains. Never in the history of Pennsylvania did you have an opportunity to buy in one sale so many outstanding cattle. Never did you see in one sale so many show cows and heifers. We have shipped thousands of high-class Canadian Holsteins but never have we matched the present importation. The weaned calves from the above cows are as good a lot as we ever sold. Purebreds sold at 12 o'clock. Catalogs on sale day.



THE KIND WE SELL

**35 Head of Grade Cows, all breeds---many  
of which are blood-tested, will be sold at  
10 o'clock.**

**100 Head of Fine Shoats, 40 to 100 lbs. A Few Sows with Pigs.**

**Full and complete line of Farm Implements, Harness, etc., that we used on a 100 acre farm**

Order of sale:

Farm implements .....	.9 o'clock—sharp
Shoats .....	.9:30 o'clock
Grade Cows .....	.10 o'clock
Horses and Mules .....	.11 o'clock
Purebred Holsteins .....	.12 o'clock

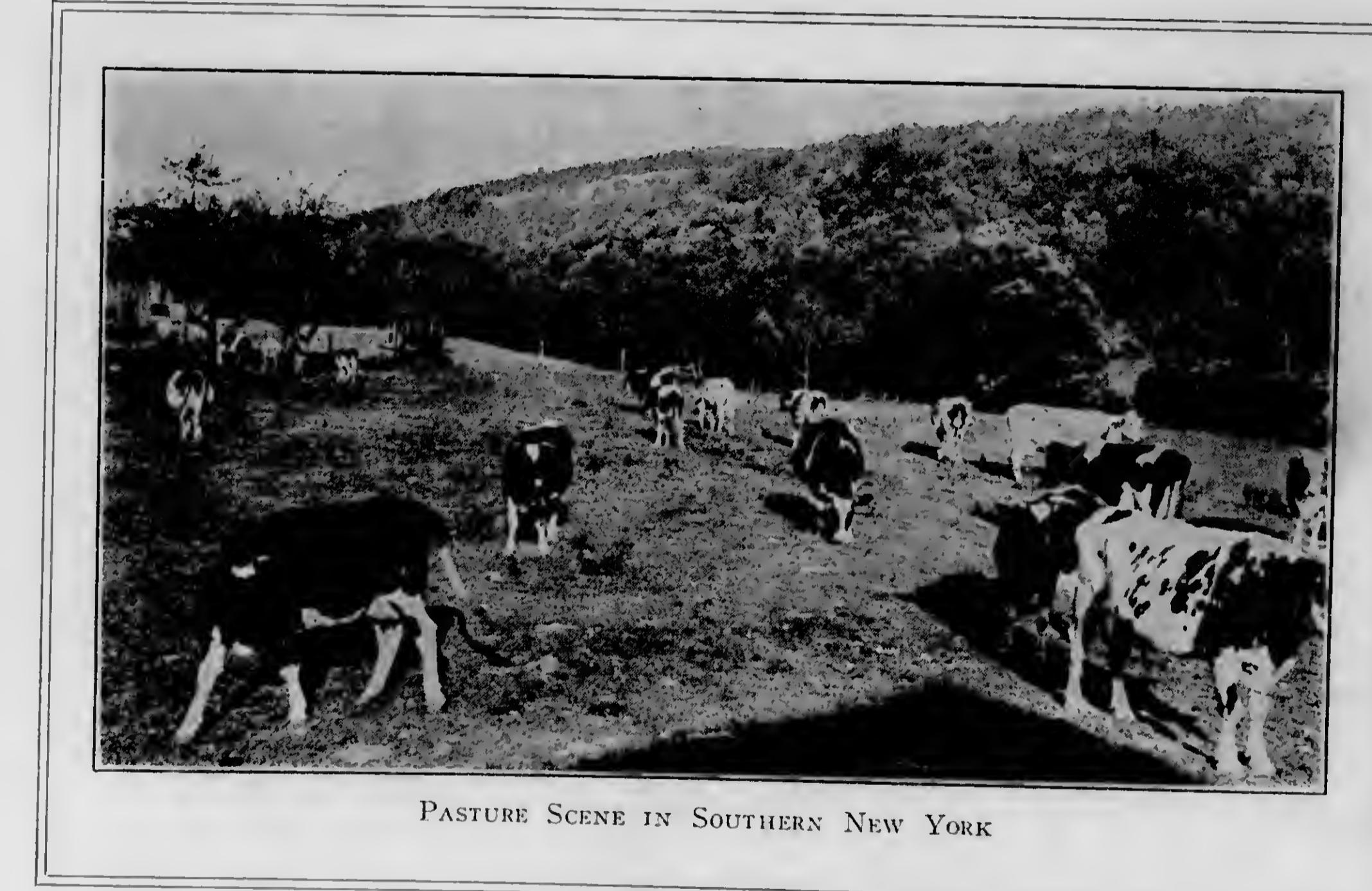
All stock will be sold promptly at time specified and sale will continue on until all stock is sold.

Middletown is located 8 miles south of Harrisburg and 20 miles west of Lancaster on Route 230. Parties from Reading turn left at square in Hummelstown.

**GRAND VIEW FARMS** C. S. Erb & Co., Owners  
C. S. Erb & H. K. Alwine,  
Salesmanagers

**The BREEDER  
and  
DAIRYMAN**

Vol. XV      April, 1937      No. 4



PASTURE SCENE IN SOUTHERN NEW YORK

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" " " over one year	\$1.50 " "
Transfers, Male or Female,	75c an animal
After 3 months from sale date	\$1.25 " "

## FOR NON-MEMBERS

Registrations:	
Under one year old, \$1.50. Male or Female.	
Over " " " \$2.50. " "	
Transfers:	
Within 3 months from date of sale	\$1.25 an animal
After " " " " "	\$1.75 " "

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Holstein-Friesian Registry Association, Inc.  
Box 30, Harrisburg, Pennsylvania

# The Breeder and Dairyman

Published monthly, except during May and July, by the Benn-Chester Publishing Company, Harrisburg, Pa., \$1.00 a year; 3 years for \$2.00  
Entered as second-class matter, April 8, 1922, at the Post Office at Harrisburg, Pennsylvania, under the Act of March 3, 1879

VOL. XV

HARRISBURG, PA., APRIL, 1937

No. 4

## "Utilization Plan or Classification Plan"

(CONTINUED FROM PREVIOUS ISSUE.)

October, 1934

	Miles from city	Per cent of milk paid for as class 1	Per cent of milk shipped to city
Landenberg, Pa. (A) .....	21-30	82.8	100.0
Yerkes, Pa. (A) .....	21-30	84.2	100.0
Zieglerstown, Pa. ....	31-40	82.5	100.0
Red Hill, Pa. ....	41-50	81.5	100.0
Mt. Pleasant, Del. ....	41-50	77.2	100.0
Leaman Place, Pa. ....	51-60	82.4	100.0
Townsend, Del. ....	51-60	79.9	100.0
Ronks, Pa. ....	61-70	81.1	100.0
Kennedyville, Md. ....	71-80	81.9	100.0
Chestertown, Md. ....	81-90	78.0	100.0
Harrington, Del. ....	91-100	87.5	100.0
Duncannon, Pa. ....	121-130	77.5	None
Nassau, Del. (A) .....	121-130	89.4	100.0
Princess Anne, Md. ....	131-140	93.3	53.9
Chambersburg, Pa. ....	151-160	78.9	13.2
Lewistown, Pa. ....	151-160	79.7	100.0
Waynesboro, Pa. (A) ....	171-180	75.3	100.0
Mercersburg, Pa. (A) ....	181-190	81.6	100.0
Hagerstown, Md. ....	181-190	82.6	33.7
Huntingdon, Pa. (A) ....	191-200	81.5	100.0
Bedford, Pa. (A) ....	251-260	78.2	100.0
Warfield, W. Va. ....	291-300	55.9	74.8
Centerville, Pa. ....	421-430	83.3	5.9

Note.—(A) in each case indicates receiving stations handling grade A milk which, because it costs more, is almost invariably shipped for fluid use and not manufactured.

If our readers will refer to the above table they will note that it includes a receiving station located within the 421-430 mile zone from Philadelphia and that producers supplying milk to that station during the month of October, 1934, were paid Class 1 prices for 83.3% of their milk but that the company shipped only 5.9% to the city.

The Class 1 Milk represents 83.3% of the milk received at the distant plant for the month of October, for which the dealer should have paid \$1.86 per hundred, or 74c per hundred less than the F.O.B. price of Class 1 Milk delivered in Philadelphia; the 74c being made up of 16c country plant allowance on Class 1 Milk and per hundred transportation expense.

In order to save transportation, the dealer may take ten cans of milk for which he has been allowed \$7.40 transportation and country plant expense, and separate the ten cans of milk into one can of cream. The cost of transporting the one can of cream to Philadelphia would be 70c, leaving \$5.10 to transport the skimmilk. By condensing, evaporating or powdering the skimmilk both volume and weight of the skimmilk would be reduced, and if the skimmilk was reduced to powder there

AS PROOF that milk dealers are manipulating the classification plan in a manner illustrated in our March issue we are reprinting the following table, copied from the Federal Trade Commission's report of their investigation into the Connecticut and Philadelphia Milk Marketing.

FEDERAL TRADE COMMISSION REPORT  
(Page 36)

Proportion of milk receipts paid for as Class 1 and proportion shipped from specified country receiving station points, for three Philadelphia companies, for specified months.—Continued.

would be about eight and one-half pounds of powdered milk to each one hundred pounds of skimmilk. The less than one hundred pounds of skimmilk powder might be transported by slow freight at a very low rate so that the dealer could realize a saving of transportation of \$9.00 per ton or more on 83.3% of the milk purchased at that plant as Class 1.

We have previously stated that in the manufacture of ice cream, in order to get the legal percentage of milk solids other than fats, condensed or powdered skimmilk is used. By the dealer setting up a condensery or powdering plant at some distant receiving station and by manipulating the Classification Plan, he is not only able to saddle the expense of condensing or powdering milk upon the dairy farmer in the matter above referred to but he is also able to collect high freight rates on the assumption that whole milk is being transported when in fact the milk is transported in manufactured form.

The dairy farmers who produce milk that is actually sold in fluid form for which they are paid surplus prices are the ones who are the chief losers as the result of this "racket."

If you audit a milk company's books, the books are usually able to show that producers have been paid a Class I price for a quantity of fluid milk equal to the quantity of milk sold in fluid form, but the "joker" in such a system or the "nigger in the wood pile" is that the farmers who actually produced the fluid milk, which is sold to the consumers, are not the farmers who are receiving Class 1 prices. The dealer is the one who benefits in that he is able to deduct country plant ex-

pense to which he is not entitled, and transportation in excess of the amount he actually pays.

#### FLUID MILK PRODUCERS RECEIVE MANUFACTURED PRICES

As the result of manipulating prices under the Classification Plan, the fluid producers as a whole receive Class 1 prices for only a portion of their milk. In some cases, as the above table will show, producers were paid as low as 55.9% for Class 1 Milk, yet 74.8% was shipped to the city.

In other words, the producers who go to the expense and trouble of producing fluid milk are required under the Classification Plan to sell at a loss from 20% to 40% at manufactured prices. They would therefore, have to receive more than cost of production plus a reasonable profit for that portion of their milk that was paid for in Class 1 in order to offset their losses on milk paid for at manufactured prices.

It is surprising when a study is made of the prices which producers receive for their milk sold under the Classification Plan how often the average net price at the farm received for all the milk is about equal to the prevailing price paid by manufacturers for milk.

As an illustration, let us study the milk statement which a dairy farmer received for milk delivered at a country plant located in the 121-125 mile zone from Philadelphia for the month of June, 1932:

	Pounds	Test	Price	Value
Basic .....	4854	3.40	\$1.71	\$83.00
1—Surplus ...	592	.82	.486	
2—Surplus ...	479	.42	2.01	Hauling Net value
Total			\$89.87	\$17.77
				\$72.10

According to the above statement, this producer received an average price of \$1.516 per hundred for his milk delivered at the plant. The dealer arranged for the hauling, which is represented in the item of \$17.77 and which amounts to 30c per hundred so that the net price that this farmer received for milk at his farm was \$1.216 per hundred.

A manufacturing company whose plant is located within 20 miles of the country plant above referred to, paid its farmers during the same month \$1.25 per hundred.

Under the Classification Plan producers are led to believe that the milk dealer deducts actual transportation and country plant expense on Class 1 Milk only from the producer's check, and that the dealer bears the country plant expense and transportation expense on milk which is paid for in the lower classification as manufactured or surplus milk.

But it has developed that the dealer is actually charging enough transportation and country plant expense against Class 1 Milk to transport all milk.

The Federal Trade Commission in making a study of milk transportation discloses that the dealer at the particular station referred to in the above statement was charging his producers transportation on Class 1 Milk at the rate of 36c per hundred but that the company was paying the railroad 26½c per hundred. The farmers were being overcharged 9½c per hundred, more than paid the freight on the surplus milk.

ACREDITED NEGATIVE

### FOR SALE

#### HOLSTEIN-FRIESIAN BULL

Born Sept. 14, 1936

Sire: PABST KING SEGIS PRILLY PEARL who was sired by King Segis Alcarra Prilly, Gold Medal sire with 35 daughters from 602.7 lb. to 964.3 lb. BUTTERFAT in 305 to 365 days.

Dam: MAPLE GROVE DORA CLEVER GLISTA, a good daughter of Clever Model Glista, son of the great Cornell University cow, Glista Coreva.

This young fellow is very nice and is offered at the very low price of

\$55

MAPLE GROVE STOCK FARM  
Centerville, Crawford Co., Pa., R. 4.

Frank Jones, Mgr. Herd Accredited and Negative.

If we multiply the quantity of Class 1 Milk shown on the statement, which was 4,854 pounds, by 36c, which the dealer deducted for transportation, it gives us a total of \$17.47, which was the amount the dealer deducted to transport the Class 1 Milk.

But the dealer actually paid the railroad company 26½c for all of the milk so if we multiply the total quantity of milk shown on the statement which is 5,925 pounds, by 26½c, it gives us a total of \$15.70 which is the amount the company paid to have the milk transported (according to the Federal Trade Commission), or the company collected from the farmer \$1.77 more to transport the Class 1 Milk than it actually cost the dealer to transport all of the milk.

The above statement shows that the farmer was paid 42c per hundred for 479 pounds of Class 2 Surplus. The statement further shows that \$17.77 was deducted to pay the hauler or 30c per hundred to deliver the farmer's milk to the dealer's country plant. If we deduct 30c per hundred hauling from the 42c per hundred which the farmer was paid for his second surplus, it leaves 12c per hundred.

We have previously shown that the dealer overcharged the farmer 9½c per hundred on Class 1 which more than paid the transportation on manufactured milk so that our producer in this case was charged 26½c for each 100 pounds of milk sold during the month. Therefore, if we deduct 26½c transportation from the 12c per hundred which the farmer had left after the trucking charge of 30c was deducted from the price received for his second surplus, it would leave him minus 14½c.

In other words, this particular farmer for the month of June, 1932, was 14½c per hundred out of his pocket for 479 pounds of 3.4% milk, plus the value of the milk. In other words, if he had used the 479 pounds of milk to make butter, or to feed live stock, or if he had taken it out and thrown it on the manure pile as fertilizer, he would actually have saved 14½c per hundred.

It was brought out by the Federal Trade Commission and also at a hearing conducted by the joint Legislative Committee composed of members of the Pennsylvania House and Senate, that farmers were warned if they did not send their surplus milk, the dealer would not accept any of their milk.

The following milk statement is for the month of June, 1935:

	Pounds	Test	Price	Value
Basic—A .....	2232	4.40	\$2.52	\$56.25
Basic—B .....	744		2.38	17.71
Mfg. ....	3069		1.51	46.34
Premium ....			.40	8.93
Total			\$129.23	\$18.14
				\$111.09

This particular farmer was producing Grade A milk which he was delivering to a country receiving station located in the 141 to 160 mile zone from Philadelphia.

The above statement is interesting in that at first glance it conveys the impression that the producer is being well paid for his milk. However, let us study this statement and see just what this farmer did receive in the way of an average price per hundred for milk of 3.5% butterfat test.

The statement shows that the producer was paid at the rate of \$2.52 per hundred for 2,232 pounds of milk testing 4.4% butterfat, classified as Grade A. In addition to this price of \$2.52 the farmer also received a bonus of 40c per hundred which amounted to \$8.93; 744 pounds was classified as Grade A milk and paid for at \$2.38 per hundred; 3,069 pounds, a fraction over one-half of his milk, was classified as manufactured milk and paid for at \$1.51 per hundred.

The total value of his milk including the bonus was \$129.23, or his average price was \$2.137 per hundred for milk testing 4.4% butterfat and of Grade A quality.

The difference between the price per hundred of milk testing 4.4% butterfat and milk testing 3.5% butterfat at 4c a point butterfat would be 4c × 9 or 36c. So if we subtract 36c per hundred from an average price of \$2.137 per hundred, we get an average price for this Grade A milk of 3.5% butterfat test, f. o. b. the dealer's plant of \$1.777 per hundred.

The price fixed by the Pennsylvania Milk Control Board for Grade B milk of 3.5% butterfat content delivered at that receiving station for that month was \$2.05. Therefore, by manipulating the Classification Plan, the dealer was able to pay this particular producer at the rate of \$1.777 for milk of Grade A quality.

The statement shows that \$18.14 was deducted as hauling expense, the company arranging to do the hauling which represents 30c per hundred. If we deduct 30c per hundred from the average price of \$1.777 per hundred, it would leave \$1.477 as the net price per hundred at the producer's farm for milk of Grade A quality and on the basis of 3.5% butterfat test.

The price paid producers by the manufacturing company previously referred to for that month was \$1.35 per hundred for milk of 3.5% test at their main manufacturing plant with a 10c per hundred bonus if the producer delivered more than 1,000 pounds of milk daily.

In other words, here is a producer who has gone to the trouble and expense of producing Grade A Milk and has received a 40c bonus on part of his milk. Yet, under the Classification Plan the net price which he received for his milk at the farm is substantially on a parity with what he should have received at a manufacturing plant. Had he been selling his milk to a manufacturing plant located in his area he would have saved the expense and trouble incurred as the result of his efforts to make Grade A Milk, and would actually have received a higher price for his milk.

We are not implying that this farmer should change his method of managing his dairy, but we are merely showing to our readers that by manipulating milk purchased under the Classification Plan, this particular farmer for this particular month actually received very little more per hundred for milk of Grade A quality than he should have received for manufactured milk.

Now let us examine this statement from the standpoint of the dealer. The dealer actually paid this producer, including bonus, at the rate of \$1.777 per hundred for milk of 3.5% butterfat test and of Grade A quality delivered at his country plant. The Milk Control Board price order, as we have stated before, fixed the price for Class 1 Milk of Grade B quality delivered at this plant at \$2.05 and the price f. o. b. Philadelphia

for milk of the same quality would be \$2.60 as the dealer is allowed country plant and transportation expense amounting to 55c per hundred.

If we add 55c per hundred representing the dealer's expense in sending this milk through the country plant and transporting it to Philadelphia, the milk would cost the dealer laid down at his distributing plant in Philadelphia \$2.327 per hundred on the basis of milk of 3.5% butterfat content or \$0.273 per hundred less than the dealer would be required to pay his producers for Class 1, Grade B milk delivered directly at his plant, and this dealer's price of \$2.327 includes the 40c Grade A bonus paid on that portion of the milk amounting to 2232 pounds, classified as Grade A.

It is clear to our readers that all of this milk was of the same quality notwithstanding the fact that the dealer paid the producer for less than one-half of it on the basis of Grade A.

In the above milk statement, we have an illustration of how the dealer can manipulate the Classification Plan in the purchasing of A milk so that he is able to secure his A milk laid down at his city distributing plant at a lesser price than he would be required to pay direct shipping producers for milk of Class 1, Grade B quality.

The June statement of 1935 referred to above, notwithstanding the things we have pointed out and notwithstanding that the 55c allowed on country plant and transportation expense, included transportation expense in excess of the actual transportation cost of the Class 1 milk from that section to the city.

The dealer was not violating the orders set up by the Pennsylvania Milk Control Board, confirming our previous statement that both Federal and State milk regulatory bodies seemingly have been writing milk price orders and regulations in a manner that has legalized certain "Unjust" and "Unfair" trade practices which the laws were specifically set up to correct.

We will later point out that Milk Control Board laws passed by some of the states have exempted co-operative associations from coming under the jurisdiction of the Milk Control Board regulations in respect to marketing their members' milk under the Classification Plan in the manner shown by the two milk statements and the Milk Control Board has no jurisdiction over them.

**THE LARGE MILK COMPANIES ARE ABLE TO USE THE CLASSIFICATION PLAN NOT ONLY TO BUY THEIR MILK THROUGH A SERIES OF COUNTRY PLANTS AT LOWER PRICES PER HUNDRED IN THE MANNER ABOVE REFERRED TO BUT THEY CAN ALSO MANIPULATE THE PLAN TO FORCE THEIR COMPETITORS OUT OF BUSINESS AND USE FARMERS' MONEY TO CARRY ON PRICE WARS.**

If we go over the above list of receiving stations we find that producers shipping to some stations are paid a higher percentage in Class 1 than producers shipping to other stations.

In particular we find that as one station located at Princess Anne, Md., producers in October, 1934, were paid 93.3 in Class 1 but that the dealer shipped only 53.9% of this milk to the city.

We are of the opinion that, if the reasons for this were investigated, the answer would be that there is

another company purchasing milk in this same producing area and in order to meet the price of this competitor and possibly pay the producers a little higher price the Philadelphia company paid the producer shipping to this Princess Anne plant a higher percentage in Class 1.

Thus by raising the price paid to one group of farmers to meet competitive conditions or to carry on a price war and reduce the price paid producers delivering their milk to receiving stations where the company has no competition or price war, under the Classification Plan they are able to conduct price wars at the expense of producers.

We will ask our readers to apply their personal knowledge of price wars that might have taken place in their neighborhood and we believe they will find the big companies, through a Coöperative Association, have won the price war at the expense of dairy farmers who are members of that Coöperative Association, but who may live far removed from where the war is taking place.

In addition to the method of conducting price wars under the Classification Plan, the basic surplus plan which originated in Philadelphia and was in practice by the dealers of that market for many years made it possible for dealers to make raids on their competitors who were operating manufacturing plants or a small distributing business in specific communities. Dealers could send their representatives to call on certain producers that were selling milk to their competitors and agree to give the individual producers a higher percentage in Class 1, in this way they could pay a small group of producers a higher average price without raising the percentage of milk paid for in Class 1 to all their producers supplying milk to the particular plant.

The Pennsylvania Milk Control Board has outlawed the basic surplus racket yet the dealers are continually insisting that the basic surplus plan be restored or that some other plan be adopted under the guise of production control which would give them the same advantage.

#### MILK CONTROL BOARDS ARE FORBIDDEN BY LAW TO INTERFERE WITH THE APPLICATION OF THE CLASSIFICATION PLAN

The Pennsylvania and New York Milk Control Board Laws each contain an exemption clause, which in the Pennsylvania law, reads in part as follows: Section 19. Legislative Intent.—It is hereby declared to be the legislative intent that no provision of this act shall prevent, and no provision contained herein shall be deemed or construed to prevent, any coöperative agricultural association or corporation organized under the laws of this Commonwealth, or a similar association or corporation organized under the laws of this or any other state, and engaged in making collective sales or marketing of milk for the producers thereof, from blending the net proceeds of its sales in all its markets or of its sales within any particular market in various classes and whether in fluid form or as manufactured products, both within and without the Commonwealth, and paying its producers such blended price, with such deductions and differentials as may be authorized under contract between such association or corporation and its producers, or from making collective sales of the milk of its mem-

bers and other producers represented by it at a blended price based upon sales thereof in the various classes, and whether in fluid form or as manufactured products, both within and without the Commonwealth, and which price is to be paid either directly to the producers or to the coöperative agricultural association or corporation. Nothing herein contained shall prevent any milk dealer from contracting for his milk with such coöperative agricultural association or corporation upon such basis. Also no provision of this act shall be deemed or construed to affect the contracts of such coöperative agricultural association or corporation with its producers, nor to affect or abridge the rights and powers of such an association or any of its operations.

If we read over carefully Section 19 as quoted above it can readily be seen that this particular provision was designed to preserve and perpetuate the Classification Plan and therefore the incorporation of this particular provision in the Milk Board law has in reality prevented Milk Control Boards from interfering with the basic racket for which Milk Control Regulatory Bodies were set up specifically to correct.

Space will not permit analyzing the Classification Plan in its various ramifications and refer in detail to the many "Rackets" which are made possible under the plan.

#### CLASSIFICATION PLAN DEFEATS LAW SUPPLYING DEMAND

We believe if our readers will study the facts as they have been set forth in this and previous issues that they will conclude that the application of the Classification Plan makes it possible for large milk distributing companies buying through controlled producers' organizations to actually defeat the law of Supply and Demand when purchasing their milk from producers, and it is because the Classification Plan has defeated the law of Supply and Demand that the dairy farmers selling milk under the Classification Plan are facing financial ruin.

The consumers have been forced to pay an exorbitant price for their fluid milk, the Milk Trust executives are receiving princely salaries and the stockholders handsome annual dividends, and we might add that the independent milk distributor and milk manufacturer, taken as a whole, are faced with a crisis.

The Classification Plan of paying producers for milk must be outlawed either by Milk Control Board regulations or special laws dealing with the subject must be passed by State legislative bodies.

All milk entering a metropolitan milk marketing area in fluid form, irrespective of its use, should be paid for at a flat price unless the milk dealer receives special permission in advance to classify milk otherwise.

In our next issue we will briefly review the history of the dairy industry from the standpoint of the prices which producers receive for milk utilized in the form of butter, cheese, condensed milk, cream and fluid milk, and the conditions surrounding the production of milk utilized in these various classes which makes it possible for producers under certain conditions to produce milk sufficiently cheap to give them a return when the milk is utilized in the manufacturing of various products. We will also show that it is economically unsound to

apply the Classification Plan in the payment for milk purchased from producers who are specifically engaged in the production of fluid market milk.

#### PAPER AND GLASS MILK BOTTLES

HERE appears to be little difference in the creaming of milk in paper bottles (seal cone type) as compared with glass. The fat content of milk poured from the two types of bottle is similar and cream appears not to adhere any more to paper than to glass. Methylene blue in milk is reduced much faster in glass bottles than in paper bottles when both are exposed to sunlight. Skim milk and buttermilk exposed to sunlight acquires a "burnt" or "putrid" flavor in glass but in paper the off-flavor is not evident or is comparatively mild. With whole milk, exposure in glass produces a combined "burnt" and tallowy flavor while in paper the flavor is tallowy. Homogenized milk and cream when exposed in glass or paper acquire a tallowy flavor which seems to be somewhat more pronounced in paper. Milk and cream in glass or paper air-cools with about equal rapidity, but when the bottles are placed in the usual crate or fiber cartons the paper bottles cool more slowly.—F. J. DOAN, Pa. Agricultural Experiment Station Report.

Dr. C. L. Barnes, official veterinarian of Dutchess County, New York, reports that of 36,169 head of cattle tuberculin tested during 1936, there were 404 reactors or less than 1.2%.

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Good enough to win in keen competition. Backed by indefinite C. T. A. Records up to over 600 lb. Fat and nearly 20,000 lb. Milk.

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NOW is the time to see them. Tomorrow may be too late.

**CLARENCE M. CORNMAN**  
Mechanicsburg, Pa., R. 5

Located  $\frac{1}{4}$  mile north of Hogestown, between Harrisburg and Carlisle.

**The BREEDER AND DAIRYMAN**

Published in the interest of the breeder and dairyman everywhere.

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Subscription price for the United States, \$1 a year, \$2 for three years, payable in advance.

Copy for the publication should be received not later than the 8th of each month preceding date of issue.

APRIL, 1937

**What Will the Legislature Do?**

**I**N HIS budget recommendations to the Pennsylvania State Legislature Governor Earle included an appropriation of \$1,200,000 for the payment of indemnities for cattle condemned for tuberculosis or Bang's disease. This is \$600,000 more than was appropriated two years ago for the biennium and, if passed by the Legislature, will for the first time, permit the payment of a state indemnity for Bang's disease.

**Prices Going Up**

**S**HARP increases in prices received for cotton, cottonseed, cattle, sheep, lambs and fruit and moderate increases in prices for corn, sweet potatoes, butterfat and chickens are reported by the Federal Bureau of Agricultural Economics for the month ending March 15. The March price index is said to be 128, the highest March farm price index for seven years. Seed prices "advanced sensationaly to one of the highest prices on record" and the level of all prices paid by farmers is estimated to be 130 per cent of pre-war.

**Don't Change the Law**

**C**ONGRESS has before it the perennial subject of oleomargarine taxation and the big firms that manufacture imitation butter are lobbying and also conducting an extensive and expensive advertising campaign to induce the public to believe that oleomargarine is as good food as butter and that any taxes levied on that substitute is discrimination against the poor who cannot afford to buy butter. Tinkering with the present law may cause it to be thrown out on the grounds of unconstitutionality. On this subject the National Dairy Union says the following:

"The general import-excise tax on foreign oils, levied in 1934 and expended in 1934 and 1936, amounting to 3 cents a pound, and resulting in an increase in values of domestic oils, since 1934, by about the same amount, is in substance a tax of 3 cents a pound on all oils and fats used in oleomargarine. This 3-cent tax added to that created in the present oleomargarine law (10 cents on yellow oleomargarine and  $\frac{1}{4}$  cent on white oleomargarine), amounts to 13 cents on yellow and  $3\frac{1}{4}$  cents on white. This  $3\frac{1}{4}$ -cent tax is not the full measure of the difference in costs between butter

and oleomargarine. There is good argument for an additional tax which would equalize the costs. What this is, how it can be legally applied without endangering the present law is a subject worthy of careful study."

**Suggested Modified Bang's Disease Control Plan**

**S**UGGESTED changes in the regulations formulated to control contagious abortion or Bang's Disease were recently outlined by Dr. John R. Mohler, chief of the Federal Bureau of Animal Industry. The "modified" plan, if adopted, would permit the raising of calves dropped by valuable reacting animals, the calves to be vaccinated against the disease.

Under present regulations, the Federal Government pays no indemnity for any reactors to Bang's disease until all reactors in the herd have been killed. According to the "modified plan" cattle owners would receive indemnity for reactors removed and slaughtered but no indemnity would be paid at any time for any of the segregated reactors.

Dr. Mohler says that he is merely offering the plan for consideration, but that, in case such a project is taken up, it must be strictly in accordance with the laws and regulations of the state in which the herd is located.

"The forgotten man is a plain every-day citizen who does an honest day's work, meets his obligations promptly, can be depended upon in an emergency, has little to say, never gets into trouble with the police, never finds fault unless a principle is at stake, stands hunched, is self-supporting, self-starting, self-sufficient, keeps going on his momentum in good times, bad times or indifferent times. About the only time he's ever counted in is when the census man comes around."

**THE KICKER**

I hate to be a kicker, I always long for peace,  
But the wheel that does the squeaking is the one that gets the grease.  
It's nice to be a peaceful soul, and not too hard to please,  
But the dog that's always scratching is the one that has the fleas.

"I hate to be a kicker" means nothing in a show,  
For the kickers in the chorus are the ones that get the dough.  
The art of soft soap spreading is a thing that palls and stale,  
But the guy who yields the hammer is the guy who drives the nails.

Let us not put any notions that are harmful in your head,  
But the baby that keeps yelling is the baby that gets fed.

Author Unknown.

New York is the leading state of the Union for fluid milk, and is second in total value of fluid milk and milk used for manufacturing purposes.

APRIL, 1937

THE BREEDER AND DAIRYMAN

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**THE WOMAN'S PAGE****MAPLE CREAM DESSERT**

1 cupful milk	$\frac{1}{2}$ cupful cold water
1 cupful maple syrup	$\frac{1}{2}$ pt. whipping cream
2 eggs (beaten)	$\frac{1}{2}$ cupful chopped dates
2 tablespoonsful plain gelatin	$\frac{1}{4}$ cupful chopped nutmeats

Soak gelatin in the cold water until dissolved. Combine milk and maple syrup in top of double boiler, when hot add well-beaten eggs. Stir until slightly creamy. Add gelatin mixture. Set in cool place until firm. Beat gently with egg beater and add the nuts, dates and one-half of the cream that has been whipped. Divide mixture in two parts, to one add a drop or two of red or green vegetable coloring and stir until well blended. Serve equal parts of each mixture topped with the remaining whipped cream and a colored cherry. Serves 8.

**Cottage Cheese Salmon Salad**

**H**AVE you ever prepared a cottage cheese salmon salad? It is one recipe which calls for a minimum of ingredients but gives a maximum of satisfaction.

This salad makes an ideal main dish for a buffet service at informal suppers and luncheons. In addition to its being a delicious salad, it is exceptionally good to use as a spread for canapes or sandwiches.

As with most salads of this type, in order to improve the flavor, it is advisable to prepare it an hour or more before serving and place in the refrigerator. Either red salmon or tuna fish may be used in this recipe and, of course, your milkman or grocer can supply the jar of cottage cheese.

The recipe is very simple and easy to prepare. You will wish to add it to your collection of salad favorites.

**COTTAGE CHEESE SALMON SALAD**

1 cup cottage cheese	
1 cup minced salmon (red)	
$\frac{1}{2}$ cup chopped celery	
$\frac{1}{4}$ cup chopped sweet pickles	
salt and pepper to taste	
$\frac{1}{2}$ cup mayonnaise	

Combine all ingredients in order given. Allow to stand in a cold place for an hour before serving to improve flavor. Serve on lettuce. Tuna fish may be substituted for the salmon if you so desire. Serves six.

**MAPLE CREAM DESSERT**

Of all the delicacies that man has appropriated from Mother Nature—for the delight of his sense of taste—pure maple sap syrup is one of the most highly prized of all, because of its unique and exquisite flavor, which defies all imitation. Distinctly American in origin—bequeathed to the white man by the Indians of New England—it ranks as one of the great contributions of our country to the cuisine of the world.

Pure maple sap syrup is derived solely from the running sap of the sugar maple tree—concentrated from that carefully collected running sap by evaporation. This is the only way in which the real, natural, genuine maple sap syrup can be prepared. From forty to fifty pounds of maple sap are needed to make one gallon of syrup that weighs eleven pounds.

Here is a tip for mothers, if your child does not like cereals, let him use maple syrup instead of sugar. It will provide a new flavor which he cannot resist.

Maple syrup is slightly sweeter than sugar for cooking and therefore, it is not necessary to use as much of it in order to produce the same degree of sweetness. Nuts, particularly the rich oily ones, such as hickory, walnut or butternut, blend well with its flavor.

Here is a recipe for a dessert pudding which is considerably improved by the use of maple syrup. Try it the next time you entertain. The two-color effect will add a gay touch to your meal.

**Rice Muffin Fritters With Jelly**

**D**O THE "oh's" and "ah's" from your family thrill you when a new recipe clicks with success? If this is the case you'll find there will be many exclamations of delight for these new Rice Muffin Fritters. This attractive hot bread has all the advantages of quick preparation true of muffins, yet that crispness so characteristic of fritters. The jelly on top adds eye appeal that never fails to tempt the lazy appetite, and the flavor of this new creation can only be described as exquisite.

You will find this recipe to be one that adapts itself equally well to a breakfast, luncheon or supper menu. It's a sure cure for menu monotony, and the success of this recipe is assured before you start—it never fails.

The jelly topping will add a zestful flavor to the hot muffin fritters. It is advisable to choose a jelly that has a tart flavor, such as currant. If you wish to vary the flavor a bit—whole kernel corn may be substituted for the cooked rice in this recipe.

**RICE MUFFIN FRITTERS WITH JELLY**

1 egg	$\frac{1}{2}$ teaspoonful salt
1 cupful milk	4 teaspoonfuls baking powder
1 cupful cooked rice	12 strips thinly sliced bacon
$\frac{1}{2}$ cupful flour	Currant jelly

Beat egg, add milk and rice; mix thoroughly. Add flour sifted with salt and baking powder. Line 12 muffin tins with the strips of bacon. Fill with batter. Bake in hot oven at 425 degrees about 30 minutes. Turn upside down to serve, and top each with a spoonful of currant jelly. Serves 6.

Twenty-nine per cent of the dairy cattle condemned in Pennsylvania in January for Bang's disease were purebred animals, according to J. Hansell French, Secretary of Agriculture. The average appraisal of the condemned animals was \$98.31, the fourth highest among the forty-eight states.

Chemical manufacture directly from agricultural products is increasing rapidly. The use of dairy products in the manufacture of lactic acid is a recent example cited by the Pennsylvania Department of Agriculture.



**PEFFER SALE SATISFACTORY**

Edgar Peffer reports a good attendance and satisfactory prices at his sale, held March 26, on the Peffer farm near Mechanicsburg, Cumberland County, Pa. One cow brought \$200 and another \$185. There was a good demand for high class dairy cattle.

Tell our advertisers that you saw their ad. in the BREEDER and DAIRYMAN.

## PUBLIC SALE ANNOUNCEMENTS AND REPORTS

April 17—Lynn, Susquehanna County, Pa., Bruclyn Herd Dispersal. R. Bruce Williams & Sons, owners.  
 April 22—Cicero, N. Y. Consignment sale. E. M. Hastings, Mgr., Pulaski, N. Y.  
 April 27—Middletown, Pa., Grand View Farms' All Day Sale, 299 head of livestock. Canadian Holsteins, Grade Cows, Horses, Mules and Sheep.  
 May 17—Wrightsville, Pa. Royal Brentwood sale. Paul B. Misner, Ellicott, Maryland, Manager.

**BRUCLYN DISPERSAL****FIFTY****Purebred Holsteins**

**selling APRIL 17, at Farm,  
LYNN, Susquehanna  
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**C. M. HESS**

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FOR years I have translated and prepared Holstein-Friesian literature to be distributed in South American countries. I have also had much experience in corresponding with breeders in those countries who have purchased animals from the United States. I now offer my assistance and cooperation to breeders who desire to get in touch with the promising and profitable South American market.

RALPH E. MORETON  
102 MAIN ST., BRATTLEBORO, VT.

**O'NEAL SALE IN TWO  
INSTALLMENTS**

As usual, Edward O'Neal struck foul weather for his sale of March 16. The worst snow storm of the winter blocked roads and kept away many prospective buyers, several of whom promised that they would be present. Instead of postponing the sale, Mr. O'Neal sold the animals on one side of his stable, also a few bulls, and then announced that the sale would be resumed April 2.

Fair weather favored the resumption and there was a good attendance. Top price was \$182, for a four-year-old heifer, Jean De Kol Fayne Ormsby. Her calf, born March 16, added \$10. The purchaser of the cow was E. W. Gerberich, of Annville, Pa.

The total of the two sales was \$8,283 and this took all the cattle Mr. O'Neal had on hand. The stock showed the usual O'Neal quality and producing ability. Irvin Hess was auctioneer with Walter Dupes in the ring; Harvey Rettew elaborated on the pedigrees. The sale was held in the building recently erected for that purpose and was heated for the occasion.

**GRAND VIEW FARMS' MARCH  
SALE**

March 30 over 300 head of livestock were sold at the Grand View Farms' sale held in the sale stables at Middletown, Pa. Horses and mules ranged from \$50 to \$260; mules from \$150 to \$450 a pair; cows ranged from \$85 to \$265, says a press report. Buyers were present from Maryland, New Jersey and many districts of Pennsylvania; two buyers from Washington, D. C., each purchased five cows.

A good crowd of interested spectators thronged the stables all day. More than 600 took meals in the restaurant recently erected by C. S. Erb & Company. Koons and Sanger were the auctioneers, Jay Miller and George Arbogast explained the pedigrees, while H. K. Alwine and Chris. Erb drew attention to the good points of the offerings and other details of sale management.

**FIFTEENTH AND GREATEST**

Fifteenth in a series of Annual Spring Sales, the Heilman sale held near Cleona, Pa., on March 13th, was very successful, and was the greatest of the series. An average of better than \$152.50 was obtained for 63 head of purebred Canadian

Holstein-Friesians, cows, heifers and bulls, a number ranging from \$200 to \$250.

In three hours 98 head of horses and mules were sold over the auction block, single horses ranging from \$150 to \$325 per head, mated teams from \$400 to \$665 per pair, mules from \$350 to \$665 a pair. The total receipts for livestock were \$31,500. It was estimated that more than 4,000 people attended; buyers were present from all surrounding states, one truck load of purebred cattle went to Virginia, and stock being shipped to many Pennsylvania districts.

The sale was held in the new Heilman sale pavilion which was filled to overflowing all the day. Frank and Russell Heilman deserve praise for the smoothness of detail management, and their helpers for the steady and speedy manner in which the offerings came into the sale ring.

**LEHMAN HAD GOOD SALE**

Prices ranging up to \$190 were realized at the Fred C. Lehman sale held April 7 on the farm seven miles west of Carlisle, Pa., Cedar Holme Daisy Beauty No. 26048 H. B. bringing the top figure. This cow and her four daughters brought a total of \$707.50, the individual prices being:

Cedar Home Daisy Beauty ....	\$190.00
Grand View Keyes Beauty ....	170.00
Greider Beauty Ormsby .....	157.00
Greider Beauty Cornelius .....	141.00
Greider Ormsby Belle (5 months old) .....	49.50
Total .....	\$707.50

The yearling bull, Greider Ormsby King No. 11282 H. B. brought \$159. He is a son of Princess W. Pontiac, 14,411 lb. milk with an average test of 4.1%, and was purchased by Paul Petre, of Hagers-town, Maryland. An 8½ weeks son of this same great cow went for \$90 to L. D. Weary, of Carlisle, one of the many high class dairymen of Cumberland County. Jno. Wolff, Chambersburg, took a couple of nice cows to Franklin County. The day was fine and the event was attended by a nice crowd of interested dairymen.

It is poor practice to put pasture bred heifers with dry pregnant cows because one of the cows may abort its calf and infect the heifers with abortion if the cause was infectious abortion.

APRIL, 1937

THE BREEDER AND DAIRYMAN

61

**REAL BREEDER'S HERD**

An average production of 11,279 lb. milk, 383.4 lb. butterfat is reported for the Holstein-Friesian dairy of twenty cows, owned by Carl L. Smith, McAlister, Pa., and enrolled in the Juniata D. H. I. Association. Six members of the Smith dairy produced 435 lb. or more of fat during the year and all these producers were bred and raised at the Smith establishment.

root of all real progress" in the manufacture of plows. Prior to this a farmer usually bought the wooden parts of his plow from a plowwright and had the iron parts put on by a blacksmith, neither of whom seemed to know what the other had in mind.

**PERRY J. HANKS**

Perry J. Hanks, Secretary of the United Duroc Record Association, died suddenly at his home in Peoria, Illinois, February 21. He was well known to hog men in many states and formerly was part owner of the noted boar, Pathfinder.

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**ALFALFA SNOUT BEETLES**

Alfalfa snout beetles are found in only two counties of the United States, Oswego and Jefferson counties, New York State. A spring feast of 125,000 lb. of poisoned bait, consisting of raisins and middlings, is being used to prevent this pest spreading into other parts of the country.

In the first year of their lives, this new farmer's trouble live underground and feed on roots of growing plants. They emerge as adults the second year and eat foliage near the surface of the ground. Alfalfa, dock, rhubarb, strawberry, raspberry and the clovers are the beetles' favorite foods but they seem particularly fond of raisins so a carload has been purchased for their special benefit. Spreading on some 100 farms, consisting of 12,000 acres along the shore of Lake Ontario, started about April 10.

**THIS NOTICE  
IS WORTH 50c**

Clip and return it with 50c cash, money order or stamps for an All-About-Texas trial subscription to our rural home journal, together with your own name and address and that of some relative or friend and both of you will be sent our paper one year each. If you prefer, send copy for 25-word classified ad and it will be run once on trial for you in lieu of the other subscription. Send to-day to  
**FLETCHER'S FARMING,**  
Hondo, Texas

**TEXAS HONORS DAIRY COW**

At the Panhandle-Plains Dairy Show there will be Educational Exhibits arranged and set up by counties. The subjects are:

- 1—Essentials for teeth.
- 2—The value of a pint of milk.
- 3—False economy.
- 4—Milk made the difference.
- 5—Cream separation.
- 6—Care of Dairy Products on the farm.
- 7—Don't gamble with your family's health.
- 8—Feeding the family.

**ABOVE THE AVERAGE**

Karl A. Fettig, who lives near Port Royal, Pa., owns a dairy of purebred Holsteins that averaged 10,744 lb. milk, 376.9 lb. butterfat last year while enrolled in the Juniata D. H. I. Association. Their average test was better than 3.5%. Three cows exceeded 426 lb. of fat, the leader being Blackie Ormsby Changeling, 23591 H. B., with a production of 13,142 lb. milk, 467.5 lb. butterfat. Her average test was 3.56%.

**ALARMING**

"I've just been bit by a dog and I've worried. I hear whenever a dog bites you, whatever the dog has, you get."

"Boy, then you have a right to worry."

"Why?"

"That dog just had eleven pups!"—Puppet.

The object is to show the food value of milk and the products derived from milk and to give information on the proper care of these foods in the home. The Show, the tenth of an annual series, will be staged at Plainview, Texas, April 22 to 24 inclusive. At 10 a.m., Saturday, April 24, the Dairy Cattle will parade through the streets of Plainview. The slogan of the show is "Let's Pay Honor to the Dairy Cow."

John Stotzer, a Swiss dairyman of Tuscarawas County, Ohio, has an imported Swiss bell on each of his forty cows. The bells have been harmonized and visitors come many miles to hear the melody when the dairy is turned evenings into the pasture.

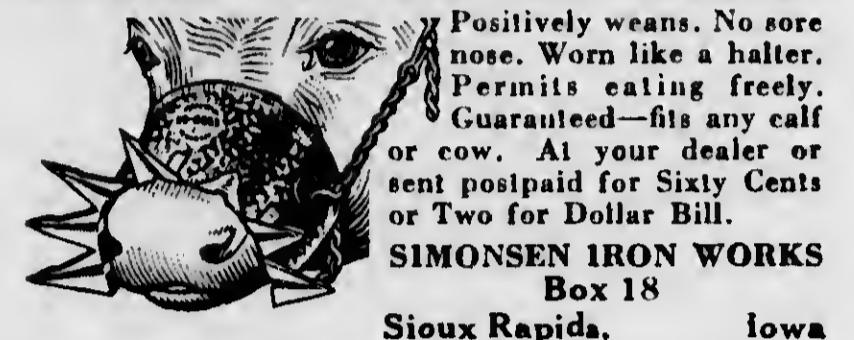
Our greatest scientists say that no retail product contains so much food value at so low a cost as milk.

MILKMAN (to suspicious customer): "You won't find nothing wrong with that, ma'am. All our milk's been paralyzed by a government anarchist."

**IF** you would like Heavy Milkers that are Sound and Healthy, let me know your needs.

W. A. EBERTS  
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Positively weans. No sore nose. Worn like a halter. Permits eating freely. Constructed fits any calf or cow. At your dealer or sent postpaid for Sixty Cents or Two for Dollar Bill.  
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Covers every spread of horn from 20 1/4 inches down to 6 inches  
The Trainers will work either way, drawing the horns closer together or spreading them wider. Will last a lifetime. Any one can operate them.

The Trainers are made in three size openings:  
One inch for Thin Horns, tapering up to 3/4", height 1 1/4".  
Inch and a quarter for Average Horns, tapering to 7/8", 2 1/4" height.  
Inch and three quarters for HEAVY BLUNT HORNS, particularly young bulls' stubby horns, tapering to 1 1/2", 2 1/4" height.

Price per pair, any size you desire:  
Chromium finish, \$6.50; Nickel finish, \$5.50; Bronze finish, \$4.50  
Order today from

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HEALTHY AND PRODUCTIVE  
Year after year the dairy owned by Clarence M. Cornman makes a splendid showing in the Cumberland County C. T. A. The 1936 figures are not at hand when this is written but during the 1935 year of the association the Cornman herd of fifteen milkers averaged 10,745 lb. milk, 371.5 lb. butterfat. Ten of the milkers exceeded 300 lb. fat, the leader being Aaggie Segis Inka Pontiac, credited with 14,053 lb. milk, 469.2 lb. butterfat on strictly twice a day milking with farmer's care and feed. These figures would make 101 lb.

**HOME MIXED CALF MEAL**

A home-made calf meal much used in Wisconsin is as follows: 30 parts yellow corn meal, 20 parts ground oats, 20 parts wheat bran, 15 parts linseed meal, 15 parts dry skim milk, 1 part salt. Among the farmers pounds are used and this would make 101 lb.

In practice whole milk is fed until the calves are from six to eight weeks old. The calf is taught to eat the dry grain which is supplemented with hay, clover or alfalfa. In New York State clover hay is preferred to alfalfa. The grain mixture is fed until the calf is about four months old.

**WERTHEIMER DAIRY RANKS HIGH**

The purebred Holstein-Friesian dairy of 25 cows, owned by Charles Wertheimer, Frederick, Md., averaged 1,003 lb. milk, 36.3 lb. butterfat during February while enrolled in the Frederick County H. I. Association No. 2. The local leader and her nearest competitor were both Wertheimer cows, one producing 1,601 lb. milk, 83.3 lb. fat, and the other 1,742 lb. milk, 71.4 lb. fat. A third member of this good dairy is credited with 1,680 lb. milk, 62.2 lb. fat.

**PROLONGED LACTATION PERIOD**

A purebred Jersey, owned in Mississippi, has milked for ten years and has only calved once, on February 28, 1927. Her owner says that this cow is named Majesty Premier's Princess, 630199 A. J. C. C., and that she is still paying for her board, giving about 17 lb. milk during spring and summer and about 12 lb. in the winter. She tests from 4.5 to 5%.

During 1934 and 1935 farm land prices in Pennsylvania climbed 6% says J. Hansell French, Secretary of Agriculture. There was a farther advance in 1936 but the exact percentage has not yet been computed and the Secretary says that if farm commodities continue to advance or even remain at current levels, prices will continue to rise.

Paul E. Sanger, of the Sanger Dairies, Lebanon, Pa., was among the auctioneers of the Heilman sale and did good work in the ring. He is a graduate of the Repert Auction School.

The Prairie Farmer says that a farmer in Shiawassee County, Michigan, succeeded in breaking up a sit-down strike of his farm hands. After arguing awhile he let the bull loose. The strikers quit sitting.

Tell our advertisers that you saw their ad. in the BREEDER AND DAIRYMAN.

**POTATOES AND DAIRYING**

Mr. and Mrs. Joseph Kreider, who live near Fontanna but get their mail by rural carrier from Lebanon, Pa., are real farmers. They profess to be potato growers, or we should say, potato growing is their main business. But on a farm of only 75 acres they keep a purebred Holstein-Friesian dairy from which they were recently sending some 600 lb. of milk to the station daily. And they do this work practically alone, for the Kreiders find it almost impossible to hire farm help by the day, for most of the men prefer working in Lebanon or else loafing on relief.

Robertson-bred herdsires have headed the Kreider dairy and the herd ranks high for individuality. The herd has increased during the past two years until the stables are filled to capacity. In less than twelve months, one of the cows has dropped two sets of twins, and we believe that all four calves are heifers.

The Kreider herd is enrolled in the Lebanon County C. T. A. and last year averaged 11,083 lb. milk, 386.6 lb. butterfat. It included the association leader, Canary Posch Banostine, credited with 18,552 lb. milk, 654.4 lb. butterfat, as an eight-year-old. This cow was raised in Canada but has been owned by the Kreiders for nearly four years. In Canada she is credited with a R. O. P. record of 13,552 lb. milk, 483 lb. butterfat as a senior three-year-old. She was sired by Banostine Posch, a son of Sir Romeo Banostine; her dam, Canary Banostine, was also sired by Sir Romeo Banostine.

**PERSISTENT NEW YORK PRODUCER**

A registered Holstein cow owned by Ralph H. Bigelow, of Whallown, N. Y., has produced during a three-year period 52,404 lb. milk, 2,008.5 lb. butterfat, a yearly average of 669.5 lb. fat, 17,498 lb. milk with an average test of 3.83%. This cow was milked only twice daily, was kept with the rest of the cows and received 12 lb. of grain a day except for a few months when she was fed 16 lb. She has a daughter in the local C. T. A. that, as a four-year-old, is producing over 500 lb. of fat and is due to drop another calf before her 12 months are up.

**EASILY PUT RIGHT**

A young mother just returned from India had engaged a new nurse for her baby. One morning the nurse came to her and said:

"I don't know what's the matter, madam, but the little one cries and cries. I can do nothing to quiet her."

The mother thought a moment. Then, brightening up, she said:

"I remember now. Baby's last nurse was a brown one. You'll find the shoe-polish on the third shelf of the kitchen cupboard."—Stray Stories Magazine.

Mr. and Mrs. Bernard Wade are the parents of an 8½% baby boy. They have named him Marcin Bernard.—The Whitehouse (Ohio) Standard.

**MAPLE GROVE STOCK FARM NEWS**

Recent sales from Maple Grove Stock Farm, Centerville, Crawford County, Pa., include a very nice young sire, to R. Gruber, Venango, Pa., a son of Pabst King Segis Prilly Pearl and from a good daughter of Clever Model Glista, he from Glista Coreva, one of the greatest cows of the Glista family of the Cornell University herd.

In our March issue we reported the sale of a second herdsire to E. J. Erdice, Jamestown, N. Y. Mr. Charles Jones reports that a letter received from Mr. Erdice says that "He is well satisfied with the young fellow."



PABST KING SEGIS PRILLY PEARL  
(From photograph taken several years ago)

Maple Grove herd recently passed another annual T. B. test 100% clean. The herd was placed on the Accredited List, March 23, 1923, and has been on ever since, or fourteen years.

**ICE KILLS THREE HEAD**

During a February thaw a large slab of ice slipped from the roof of a cattle barn near Middle Amana, Iowa, and hit three animals. One was killed outright and the other two so badly injured that they had to be killed. Residents estimated that the ice slab was several hundred feet square.

**ITCH**

WIFIE: "What's the idea of poking the broom in the baby's face this morning?"

HUSBAND: "I just wanted to get him used to kissing his grandfather."—Echo.

**PURE MAPLE SYRUP, \$2.25 per gallon; 6 gallons, \$12. Harvey Byler, Burton, Ohio.**

**HARDY RECLEANED ALFALFA SEED, \$11.50; Grimm Alfalfa, \$12.90; White Sweet Clover, \$7.00; Red Clover, \$20. All 60 lb. bushel, truck Concordia. Return seed if not satisfied. Geo. Bowman, Concordia, Kansas.**

**OR SHRINK THE DIRT**

One of the men spoke: "I dug this hole where I was told to and began to put the dirt back like I was supposed to. But all the dirt won't go back in. What'll I do?"

For a long while the supervisor pondered the problem. Then: "I have it. There's only one thing to do. You'll have to dig the hole deeper."—Punch Bowl.

**CATTLEMEN NEED KETCHUM CLINCHER EAR TAGS**

J. S. PARKER  
SALEM, N.Y.

25 Tags, \$1.50 50 Tags, \$2.00  
100 Tags, \$3.50

With consecutive numbers. Name or initials of owner on reverse of tag.  
CLINCHER PUNCHES: Japanned, \$1.50; Nickel Plated, \$2.00.

BULL RINGS: Copper, 2 1/4 inches in diameter, 27c; 3 inch, 30c. Cannon Metal, 3 1/4 inch, will hold any bull, \$1.15.

BULL NOSE PUNCH, \$1.25. Humane and convenient. Cuts the hole and guides the ring through it.  
Also Cattle Leaders, Sheep and Hog Tags, Poultry Leg Bands, Tail Holders and Anti-Kickers.

Postage paid in U. S. A.  
Order through  
BREEDER & DAIRYMAN,  
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KETCHUM MANUFACTURING CO.,  
Dept. L., Luzerne, New York.

**MILK RECORD CABINET  
SAVES LABOR. KEEPS RECORD SHEET CLEAN.**



THE Cabinets are simple in construction, easy to operate and should last a lifetime. They are made of heavy sheet steel, plated with Udyline, giving them a silver appearance and serving as a protection against rust. They are 21 1/2 inches long, 7 inches wide and 1 1/2 inches deep. Neat in appearance and convenient in size. The Record Sheets are ruled for 25-cow month, with an original and a carbon copy of his herd record. Both sheets are clean, saving the trouble of re-copying the record when a second copy is required. The price of the Cabinet, complete, including a year's supply of Milk Record Sheets, is \$5.50. Postage Extra—Shipping Weight 10 Pounds.

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Order direct from the MILK RECORD CABINET COMPANY, Harrisburg, Pennsylvania

**WATER HEMLOCK POISONING**

Farm animals—mostly cattle—often die in early spring after eating water hemlock which grows in swamps and wet meadows. These plants, of which there are several species, are considered the most poisonous in the United States. The species common in the eastern districts is sometimes known as the spotted water hemlock, or erroneously, as the water parsnip.

Symptoms of water hemlock poisoning are frothing at the mouth and violent convulsions which usually result in death within a short time. No effective remedy is known.

**DAIRY STOCKS PRICES HIGH**

Total United States milk production on January 1st was about two per cent larger than a year earlier and the largest for January 1st since 1934, according to the Pennsylvania Federal State Crop Reporting Service. Storage stocks of butter and cheese are larger than at the beginning of 1936 and above average.

Butter prices rose during the early part of January, a period of the year when prices usually decline. This strengthening of prices was probably due to the fact that production is not showing the usual seasonal increase, and to rising demand. Farm prices of butterfat are unusually low in relation to feeds and to meat animals. These price relationships and the feed shortage will tend to curtail the usual seasonal rise in production during the early part of 1937.

Total production of the principal manufactured dairy products in November, 1936, was 20% larger than a year earlier while the movement of manufactured products into consuming channels was less, the net out-of-storage movement being unusually light.

In the 1870's and 1880's, the United States was the leading country in volume of cheese exports. Exports amounted to more than 50% of domestic production in some years. Cheese was the principal dairy product exported. From 1900 to 1910, exports of butter exceeded those of cheese on a milk equivalent basis, while during the post-war period exports of condensed and evaporated milk made up over 60% of the total volume of exports of manufactured dairy products (milk equivalent basis).

Total exports of manufactured dairy products increased rapidly from 1869 to 1879 and then declined precipitously until the outbreak of the World War. During the World War period exports increased rapidly, and in 1919 exceeded the previous peak, but thereafter declined drastically to about the pre-war level.

The general trend in total production of these products in the United States has been upward. On the other hand, the relative importance of the foreign market as an outlet for manufactured dairy products has declined. In 1879, when the peak in exports occurred, exports were 12% as large as domestic production. In 1920, when the second peak in exports occurred, exports were about 6% as large as domestic production. In the five

years, 1910-14, exports averaged less than one-half of 1% of production, and in the period 1926-30 the relationship between exports and production was about the same as in the 1910-14 period.

In contrast with the general decline in exports of manufactured dairy products, except for the World War period, the general trend of imports of dairy products has been upward. Imports consist primarily of foreign types of cheese, but in some years butter also is imported.

A peak of imports occurred in 1923 when total imports of dairy products were equivalent to about 1,200,000,000 lb. of whole milk. In that year imports were 2.2% as large as domestic production of manufactured dairy products. In the five-year period 1925-29, imports averaged 1.7% of domestic production.

In each year from 1869 to 1906 exports of manufactured dairy products exceeded imports on a milk equivalent basis. From 1907 to 1914, and from 1923 to 1936, imports exceeded exports. Net imports since 1923, however, have averaged less than 1% of domestic production.

**WASHINGTON AND JEFFERSON ON SOIL EROSION**

The fight against soil erosion is nothing new. Even in colonial days erosion was recognized as a menace, and we are told by *The Progressive Farmer* that George Washington himself gave up growing tobacco, began planting clover and practicing crop rotation at Mount Vernon in order to check washing and gullies, while in 1813 Thomas Jefferson made the following statement about his farm in Albemarle County, Va.:

"Our country is hilly and we have been in the habit of plowing in straight rows, whether up or down hill, in oblique lines, or however they lead, and our soil was all rapidly running into the rivers. We now plow horizontally, following the curvature of the hills and hollows on dead level, however crooked the lines may be. Every furrow thus acts as a reservoir to receive and retain the waters, all of which go to the benefit of the growing plant instead of running off into the streams."—*Fletcher's Farmer*.

Reduced to pounds per capita, the amount of milk consumed, both as whole milk and milk products, in 1934 was 796.6 lb., compared with 796.9 lb., in 1933, and 831.5 pounds in 1931, the year of highest milk supply. The total production of milk in 1934 is estimated at 101,766,000,000 lb., compared with 105,135,000,000 lb. in 1933. Milk products in storage made possible the increased consumption, while production went down.

If a calf or cow is fed a suitable grain ration, leafy green hay, silage and pasture she needs no tonic to stimulate appetite when sufficient phosphorus is provided.

There are no cures for abortion. Cows may develop immunity to the disease and never abort again but cures have proven ineffective.

**Grand View Farms**

Middletown, Pa.

**ALL DAY PUBLIC SALE  
TUESDAY, APRIL 27, at 10 A.M.  
SHARP**



**299 HEAD OF LIVESTOCK AS FOLLOWS:  
149 HEAD OF CANADIAN HOLSTEINS,  
ALL REGISTERED, ACCREDITED AND BLOOD-TESTED.**

<b>Sold at 12:30 sharp</b>	<b>40 Cows from 4 to 7 yrs. old</b> <b>30 Second Calf Heifers, 3 to 4 years old</b> <b>25 First Calf Heifers</b> <b>5 Fall Freshening Cows</b> <b>5 Canadian Bulls, all line bred</b>	<b>All of these Cows and Heifers are fresh and close springers.</b>
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**25 Grade Pennsylvania cows, all breeds, real producers.**  
**20 Acclimated horses and mules, several well mated teams, a lot of good line leaders.**  
**100 Head of the best lot of shoats we ever sold.**

The Canadian Holsteins are some of the best we ever sold. Blood lines and descendants from such great sires as Johanna Rag Apple Pabst, Montvie Rag Apple Netherland, Pioneer Snow Korndyke, Soo Canary Finderne, and many other noted sires and dams. You can't afford to miss this sale. Catalog on sale day.

Order of Sale: Shoats, 10:00 a.m.; Grade Cows, 10:30; Horses and Mules, 11:00 a.m.; Canadian Holsteins at 12:30 sharp. Free delivery. Terms—one-fourth cash, balance in 2, 4 and 6 months. No renewals.

**GRAND VIEW FARMS**

C. S. ERB AND CO., OWNERS

Middletown is located eight miles south of Harrisburg, and twenty miles west of Lancaster. Parties from Reading turn left at Square in Hummelstown.

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